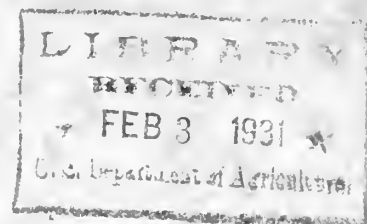


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6313



**A. N. PIERSON, Inc.**  
**CROMWELL, CONN.**

**1931**





*A bird's-eye view taken from an airplane. It shows in the distance a small portion of our nursery, which comprises over 150 acres, planted chiefly to evergreens*

WHOLESALE TRADE-LIST



NINETEEN THIRTY-ONE

**A. N. PIERSON**

INCORPORATED

CROMWELL, CONNECTICUT



*Grafted Roses for Florists' Planting  
Palms, Ferns, Ornamental Plants • Evergreens of All Types  
The Largest Production in New England*

# GREENHOUSE ROSES

TO BE a success under glass, a variety must produce flowers that will be of a pleasing color under both natural and artificial light. It must be productive, for it occupies space that is valuable, and it is to be regretted that the list of greenhouse Roses is limited by these conditions. Of the hundreds of new Roses that are originated, very few become recognized as worthy of being classed among greenhouse varieties.

This list of greenhouse varieties of forcing Roses, we believe, covers all the sorts commonly grown in quantity, and these are, in our opinion, the best Roses in existence.

We grow grafted Roses, for greenhouse planting, in large quantities. This season we shall graft about 800,000. We do not grow own-root Rose plants. With few exceptions, these Roses are better grafted on Manetti stock than when grown on their own roots. Stronger plants, increased production, and flowers of better quality are obtained from the grafted plant. Making a comparison between grafted and own-root Roses, both subjects being selected as fair samples, the grafted plant at once shows a superiority which it maintains.

We can fill your retail orders for Rose plants. We have built for ourselves a reputation for producing the best Rose stock that can be grown. That reputation is ours to maintain. For private work, we advise the use of plants from 3-inch pots, shipped when ready for planting, or at least a month before needed if they are to be repotted into 4-inch pots. When you wish us to repot your order, allow four weeks for the shift from 2¼ to 3-inch pots, and six weeks for the shift from 3 to 4-inch pots. After May 1 we are usually able to fill orders for any varieties listed from 3-inch pots.

## ORDER YOUR ROSES NOW

HAVE THEM THE SIZE YOU WANT THEM WHEN YOU ARE READY FOR THEM

### PRICES OF ALL GREENHOUSE ROSES

| Grafted only:               | unless otherwise specified: |        |         |          |
|-----------------------------|-----------------------------|--------|---------|----------|
|                             | Each                        | Doz.   | 100     | 1,000    |
| From 2¼-inch pots . . . . . | \$0 40                      | \$4 50 | \$25 00 | \$230 00 |
| From 3-inch pots . . . . .  | 50                          | 5 00   | 30 00   |          |
| From 4-inch pots . . . . .  | 60                          | 6 00   | 40 00   |          |

Three or more of a variety at dozen rate, 25 or more at 100 rate, 250 or more at 1,000 rate. Packing charge, \$10 per 1,000. No packing charge made on prepaid orders. We quote special prices on larger quantities.

WE DO NOT OFFER GRAFTING SCIONS OR OWN-ROOT PLANTS



## PREMIER SUPREME

To those who have gone from Columbia to Briarcliff, and those who went from Ophelia to Butterfly, the casting aside of a parent for an offspring is not a new story, and yet how few of the sports really do become lasting in the cut-flower industry. It has had a good, fair trial throughout the country, and has not been found lacking in the essentials of a good Rose, and the merits of this sport have now become known. It is better in color than Premier, and, while not so double, is more perfect in form and will open better. In growth it is lighter in about the same proportion as the flower is lighter in petalage. It is as free as its parent, if not more prolific, and lacks the malformed flowers and heavy off-colored buds. A better Premier that will rapidly replace the parent. And it may safely be said that it is as much better than Premier as Briarcliff is an improvement on Columbia.



### RAPTURE

Rapture is a sport from Mme. Butterfly, or at least from a sport of Ophelia, that is so close to Butterfly as to make it almost indistinguishable. In practically all respects Rapture is a rose-pink Butterfly with, under good conditions of growth, a slight increase in petalage. It has not been quite so good a grower as the parent, but as the season has advanced it has shown improvement in this respect. It is somewhat closer jointed and does not tend to as long stems, but this is compensated for by the fact that the trade likes the Rose for its coloring, and it sells at a slightly higher price on the market. There is room for Butterfly and for Rapture. They are enough different to be distinct and both good enough to deserve general culture.





TALISMAN

## JOANNA HILL

The wonderful yellow Rose pronounced by wholesalers, and retailers as well, to be the best yellow Rose yet introduced. It is a seedling of Amelia Gude and Mme. Butterfly. The blooms are clear yellow, deepening at the center, and hold their color under artificial light. It produces strong stems without pinching, and can be grown at low cost and sold at a more reasonable price than Souvenir de Claudius Pernet.

## YELLOW BUTTERFLY

A sport of Butterfly, as the name would indicate. It is in every respect a better Rose than Mrs. Calvin Coolidge, which it has replaced with us. A productive, profitable yellow Rose.

BUTTERFLY. See Mme. Butterfly

## BRIARCLIFF

One might almost say the Universal Rose. There has never been in commerce a variety in its color that has had the same recognition. Briarcliff has supplanted Columbia entirely, and, without a doubt, there are more grown today than of any other Rose except, perhaps, Premier and its sports.

## MME. BUTTERFLY

A sport of Ophelia which carries on so many of the excellent qualities of its parent that it is, without doubt, the most widely grown and the most popular Rose of its type. The color is similar to Ophelia—shell or flesh-pink with the Ophelia shadings deepened and intensified. A real commercial sort, good from the grower's standpoint. A good Rose to ship, a good Rose from the retailer's standpoint, and a popular Rose with the public. In growth Mme. Butterfly is surpassing the parent and this feature alone recommends it to all. Foliage, stem, and flower are all Ophelia—improved and glorified.

## SOUVENIR DE CLAUDIUS PERNET

We have secured and are growing, in 4-inch pots, 10,000 very fine budded Souv. de Claudius Pernet plants on Odorata stock, which is a surplus above our own planting requirements. We have priced these at \$40 per 100.

## DOUBLE WHITE KILLARNEY

The leading and best white Rose ever grown, when quality of bloom is considered. There have been many sports of White Killarney, but this Rose, known as the Budlong strain, has shown superiority to the other sports in every respect, and it is recognized today that Double White Killarney means the Budlong strain. It is pure white, and the flowers are of great substance.

## TALISMAN

We have, this year, 50,000 plants of Talisman growing on our place, and it is one of the freest-growing, easiest handling varieties that we have ever had growing in the greenhouse benches. The color is very hard to describe. It is a combination of yellow and copper, suffused with pink in the bud.

It is amply double to be a good commercial cut-flower Rose, and yet a Rose of this petalage will open freely and easily, being in the open form somewhat similar to Butterfly—although the petal is larger and heavier than the petals of Butterfly.

As the flower opens, as with all Roses carrying these yellow and copper shades, it changes color, and the half-open color carries a decidedly old-rose pink above the yellow base, and as this fades to lighter pink, the deeper pink that is in the original flower becomes more intensified, probably by contrast. It is a very charming color but one that it is almost impossible to describe accurately and that is entirely distinct from anything we have had in commerce for cut-flower purposes.

Talisman has proved its worth. Without doubt, it is the heaviest producer of all the cut-flower Roses. It has become popular with the retailer and with the public, and it has proved the best money-making Rose of commerce.



Mme. Butterfly

## SOUVENIR

Talisman has sported many times. These sports are widely scattered as to place of origin, and the range of color is from the copper shades to pure golden yellow. It has been noticed by us, in nearly all cases, that the deeper the coloring the weaker the constitution of the plant, and that, generally, the yellow sports have been lacking in petalage. There are lots of yellow sports. All through the country we hear of them, but all that we have seen are lacking petals enough to make good Roses.

"Souvenir," as we have called it, is a deep yellow sport originating with us. The color is equal to Pernet at its best, but, most important of all, Souvenir has a strong constitution and from 34 to 42 petals—a big, double, full-blooming golden yellow Rose. We expect to have sufficient stock to enable us to disseminate this Rose in 1932.

Every Rose-man who has seen Souvenir in flower, without hesitation has pronounced it the finest of the Talisman sports that he has seen.

Souvenir received its name because it comes to us from Talisman, the token of good fortune, Souvenir meaning memento or keepsake, to remind us of the pleasures of life which Talisman, "the token of good fortune," has brought to us all.

*TEMPLAR is the most fragrant Rose we know. It has made good and is today the standard by which red Roses are judged.*



## TEMPLAR

(MONTGOMERY COMPANY)

In color, Templar is a clear, even shade of red that does not change to blue or purple as the flower ages. It is a color that holds well at all times and at all seasons. The stem is good. It does not make, as a rule, extra-long grades without pinching, due to the number of flower-shoots made, but it does, when pinched, show the Premier characteristic of making low growths above the pinch.

Templar has made a good record for those who planted it and has filled a long-felt want. A red Rose that is commercially profitable, Templar has proved itself to be the variety needed to fill the gap and has put red Roses in the class with other much-used colors.

This ability to grow and to produce in winter is its strongest point. At no time will this Rose stop growing freely. It has proved the most prolific red Rose of the greenhouse forcing varieties, producing a big cut of uniformly good, fragrant, salable blooms.



JOANNA HILL. See page 6

## CROMWELL GARDENS' IDEAL SIZE ROSES



The ideal Rose plant for outdoor gardens is grafted on a life-giving stock that will make strong root-growth below ground, thus insuring a vigorous development of wood above ground.

**Cromwell Gardens' Ideal Roses** are grafted in the greenhouse two winters before their sale, grown in 4 or 4½-inch pots, and held cold and dormant during the winter preceding shipment. They are well established, all ready to put in the ground and start growth. They will bloom in a short time because there has been no setback from the transplanting, nor have they lost any feeding-roots.

**Cromwell Gardens' Ideal Roses** are different from ordinary pot-grown sorts; they do not have heavy roots twisted into pots, but have a potful of fibrous roots, ready to produce a free growth in a shorter time than field-grown plants.

**Cromwell Gardens' Ideal Roses** will be ready to ship as soon as weather conditions permit planting, but we advise avoiding the late frosts by planting after May 1.

## GARDEN ROSES

Cromwell Gardens' Ideal Size, from 4½-inch pots, well established—ready May 1. 60 cts. each,  
\$7 per doz., \$50 per 100, except where noted

**Briarcliff.** Pink.  
**Commonwealth.** Deep pink.  
**Double White Killarney.** White.  
**Mme. Butterfly.** Light pink, tinted gold at base.  
**Premier Supreme.** Bright rose-pink.  
**Rapture.** Highly colored Butterfly.  
**Yellow Butterfly.** Yellow.

**Templar.** Bright red.  
**Souvenir de Claudius Pernet.** Golden yellow. Strong plants from 4½-inch pots, \$1 each, \$10 per doz., \$75 per 100.  
**Talisman.** Orange-red buds, opening to a golden yellow, stained coppery red, and orange-red inside.



NEW POMPON CHRYSANTHEMUM, NOVEMBER BRONZE

# NEW POMPON CHRYSANTHEMUM

## *November Bronze*

**A**NOTHER Bristol Nurseries introduction. Mr. Alexander Cumming, of the Bristol Nurseries, has been specializing in the production of seedling Pompons for many years,—always bearing in mind in the selection of varieties that constitution of plant is one of the great essentials in commercial production of bloom. Time and again seedlings of his production have won awards that have been justified because wonderful coloring and strong stems have been as much the basis of selection as constitution and form of flower.

A. N. Pierson, Inc. have worked hand in hand with the Bristol Nurseries. No variety not worth growing by thousands is worthy of dissemination, and market conditions have always been the guide to value.

A. N. Pierson, Inc. are pleased to share with the originators the dissemination of November Bronze, as the 4000 grown by us for the 1930 flowering season have proved its value. The introducer's description is quoted:

This new Pompon, although a sister plant to Dorothy Turner, introduced last season, is entirely distinct in every respect and will, we believe, be just as well received. It will appeal to the grower of quality stock as a fine addition to the bronze section for early November cutting.

In effect it may be likened to the color ensemble of the old favorite, Glenview, a rich combination of bronze and orange-bronze, fairly glowing under artificial light, but wonderfully attractive under any conditions. The individual flower is large,  $2\frac{1}{2}$  inches or more in diameter, full and well formed. The buds are nicely placed for perfect development and open well together—an ideal habit for decorative purposes, for bunching, and satisfactory shipping.

Healthy, rich foliage and a good growing habit are exemplified in a vigorous, erect, wiry caned plant. Spaced 8 by 8 inches apart, under good growing conditions an average of six stems per plant and a height of  $2\frac{1}{2}$  to 3 feet may be expected.

November Bronze is a Pompon of remarkably good keeping quality, and it is ready for cutting about November 10.

*Prices on November Bronze are as follows:*

|                                 |                                |
|---------------------------------|--------------------------------|
| Rooted cuttings                 | . \$20 per 100, \$150 per 1000 |
| $2\frac{1}{4}$ -inch pot-plants | . \$25 per 100, \$200 per 1000 |

Orders will be filled in rotation. Rooted cuttings can be sent from February 15 on, and pot-plants from March 1 on. These quotations are strictly wholesale.

# New Pompon Chrysanthemum, Dorothy Turner



**P**ERFECTION just in time for the Thanksgiving season. Ideal in color—a lively combination of bronze and old-gold. The broad, overlapping petals are evenly shaded with rich old-gold, deepening to a chestnut-bronze at the center.

Its habit of growth is about commercially perfect, branching strongly from the base and producing freely stems that are rigid and wiry, requiring very little support. Its average growth is 30 inches or higher.

The arrangement of the flowers is ideal, the individual blossoms being well placed along the stem. The flowers open more spontaneously than the average Pompon and are spaced sufficiently tight to make a perfect bunch or spray variety. It keeps well and is first class in every respect from a market standpoint.

**PRICES:** Rooted cuttings, \$7.50 per 100, \$60 per 1000; from 2¼-inch pots, \$12 per 100, \$110 per 1000.





MRS. H. E. KIDDER

## NEW CHRYSANTHEMUMS

Rooted cuttings, \$2 per doz., \$15 per 100, \$140 per 1,000; from 2¼-inch pots, \$2.50 per doz., \$18 per 100

### MRS. H. E. KIDDER (Smith, 1930)

An exceedingly early bright yellow. Very stiff, upright stems producing flowers 7 inches in diameter. Grows 4 feet high from June planting. Ready to cut October 15 from buds selected August 25. We especially recommend this variety to those who desire a good early yellow.

### CAMILLA (Smith, 1930)

A well-rounded, incurved white maturing October 18 from buds selected August 20. Grows 5 feet high. Blooms 6 inches in diameter and 4 inches deep on good strong stems. We believe this variety will eventually supersede Silver Sheen. C. S. A. Certificate.



GOLDEN WAVE

## CHOICE GENERAL-PURPOSE CHRYSANTHEMUMS

We grow Chrysanthemums for the cut-flower market and we grow a lot of them. We buy the new ones and give them a chance to show merit, but we do not aim to keep in this list a variety that cannot be grown well by the average grower. If a variety needs special treatment or nursing to make it produce blooms that will sell, we don't grow it. We have not kept in this list those varieties which cannot be finished well with average treatment, and it is from this list that the customer with the small greenhouse, who wishes bloom for personal pleasure, should make his selection of the large-flowered sorts. This applies not only to the New General-Purpose Varieties but also to the following General-Purpose List.

Rooted cuttings, \$1 per doz., \$6 per 100, \$50 per 1,000; from 2¼-inch pots, \$1.25 per doz., \$8 per 100, \$75 per 1,000

**Chadwick Supreme.** Color similar to Pacific Supreme; reflexed bloom. A sport of W. H. Chadwick. In bloom from November 20 to December 1.

**December Beauty.** White with light pink shading which is more pronounced at the center of the blooms. They may be planted the second or third week of July and grown natural, selecting the late bud, which appears in September, or when planted in June, stop August 10 to 25, allowing one or more breaks to continue. This will give buds September 30 to October 10 and flowers December 10 to 30. This variety is so double on the late buds that any attempt to secure them prior to late September will result in malformed flowers. By far the largest and finest December-flowering variety.

**Golden Chadwick.** When high-class blooms are the object, this variety reigns supreme. Its rich yellow color, combined with the good characteristics of the Chadwicks, places it as one of the best late yellows.

**Golden Wave.** Blooms decidedly incurved in form, brighter yellow than Richmond, 6 inches in diameter. Matures October 20. Excellent stem and foliage. Select bud about September 6. C. S. A. Certificate.

**Hilda H. Bergen.** One of the most useful commercial types of Chrysanthemums ever introduced. The color is a deep, rich mahogany-bronze, and every bud produces a perfect flower. Comes into bloom October 20.



FRIENDLY RIVAL

#### CHOICE GENERAL-PURPOSE CHRYSANTHEMUMS, continued

**Indian Summer.** In color, the groundwork is yellow, but into this are blended the terra-cotta and salmon shades, with a tinge of bronze. The color of autumn foliage during Indian Summer in a measure describes the coloring. It is a sport of Golden Chadwick.

**Marie de Petris.** A wonderful incurved golden yellow, with foliage up to the flower, regardless of what bud is taken. Matures November 10 to 15.

**Tom Brown.** A wonderful pure white that matures November 20 to 30. Blooms 8½ inches are not unusual, and as they closely surmount the foliage upon a very heavy stem, this variety qualifies as one of the best. Height, 4 feet. C. S. A. Certificate.

**W. H. Chadwick.** For the markets that want select stock, this variety stands alone. Slightly pinkish when grown cool, it is even more charming than when pure white.

#### GENERAL-PURPOSE VARIETIES

Rooted cuttings, 75 cts. per doz., \$4 per 100, \$35 per 1,000; from 2¼-inch pots, \$1 per doz., \$6 per 100, \$50 per 1,000

**Distinction.** Wonderful bright pink with perfect incurved form and strong, upright stem with good foliage. A good pink to plant for Thanksgiving, maturing November 25.

**Favorite.** A beautiful, glistening snow-white variety. Especially valuable as it comes in a trifle before T. Eaton finishes. Has a good stem, nice foliage, and is an easy grower. Select bud September 5.

**Friendly Rival.** Finest yellow ever produced, considering its size, color, stem, and foliage, and its flowering period, which is Thanksgiving and later. It is the brightest yellow of its season.

**Gladys Pearson.** A new shade for Thanksgiving use, maturing November 20 to 25. The upper surface of the petals

is apricot and the reverse buff, which illuminates, under artificial light, to bright orange. Strong grower (5 feet from June planting). Date of bud, September 30.

**Gold Lode.** A very early yellow variety maturing the beginning of October. Secure bud last week of August, and with ordinary culture Gold Lode will be found very satisfactory to the average grower.

**Governor Green.** A very large crimson with reverse of petals old-gold. Heavy stem and wonderful foliage. The best flowers are from buds selected August 15 which are fully developed October 15. 4½ feet. This variety will be a strong competitor in the market with California-grown stock. C. S. A. Certificate.

GENERAL-PURPOSE CHRYSANTHEMUMS, continued

**J. W. Prince.** Those who fail to secure sufficient pink in Chieftain should consider this dark pink sport from that variety. Height, 4 feet. Date of bud, August 25.

**Silver Sheen.** Pure white, incurved form, maturing October 20, to follow Smith's Advance. Has wonderful keeping qualities. We recommend this variety to those who do not like Oconto as a second early. Select bud August 30.

**Oconto.** A White Japanese incurved of large size with strong, rigid stem and perfect foliage. Blooming date, October 15. Height, 4 feet. Best bud August 30.

**Sun Glow.** An early, bright yellow of the Major Bonaffon type, maturing October 25. Exceptionally fine stem with the foliage extending to the bloom. Produces an exceedingly high percentage of perfect blooms.

NEW POMPON CHRYSANTHEMUMS

Rooted cuttings, \$1.50 per doz., \$8 per 100, \$75 per 1,000; from 2¼-inch pots, \$2 per doz., \$12 per 100

**Cordova.** A large, free-flowering white Pompon coming into perfection after November 20, just right for Thanksgiving. Diameter of flowers 2½ inches. Strong, upright stem and medium height.

**Yellow Bird.** This new yellow Pompon produces large sprays of flowers 2 inches in diameter, with edges of petals notched or toothed. A very productive variety maturing November 18.



Chicago Pearl

CHOICE POMPON CHRYSANTHEMUMS

Rooted cuttings, \$1 per doz., \$6 per 100, \$50 per 1,000; from 2¼-inch pots, \$1.50 per doz., \$8 per 100, \$75 per 1,000

**Chicago Pearl.** This new variety has proved to be the finest white Pompon we have ever grown. Its bloom is almost ideal in form and pure white in color. The general plant habit is good, the sprays are large, and the flowers carried well apart. We have grown this very fine variety for several seasons and consider it the best of all white Pompoms. Season November 15 to 25.

**New York.** Coming into flower November 1, this bronze variety has been the most called for of any of the many sorts we have been growing. It is a seedling from Hilda Canning, as are Louise Davenport and Sarah Townsend, and is the first of a wonderful succession of bronze Pompoms. With us, it holds in its glory until Louise Davenport comes into flower and takes its place.

**Yuvawn.** In color and general habit similar to Gold Coin but a week earlier. Very bright yellow. Matures November 15 to 20. Height, 3 feet. C. S. A. Certificate.



Rowenna. See page 17

GENERAL LIST of POMPON CHRYSANTHEMUMS

Rooted cuttings, 75 cts. per doz., \$4 per 100, \$35 per 1,000; from 2¼-inch pots, \$1 per doz., \$6 per 100, \$50 per 1,000

**Betty Watkins.** (A. N. Pierson, Inc.) One of our seedlings which we have been growing for a number of years and has proved to be one of the best varieties. The flowers are golden bronze, 1½ inches in diameter, and carried well upon strong, sturdy stems. Ready for cutting November 15.

**Ermalinda.** (Smith.) Flowers of fine form and very double, old-rose with silvery sheen which is enhanced under artificial light. 1¾ inches in diameter. Strong, upright growth. Height, 3½ feet. Matures October 25.

**Frank Wilcox.** Golden bronze coming into bloom late; makes a very fine pot-plant and is excellent for cutting for Thanksgiving either in sprays or disbudded. Plants tend to overbud in small pots which will be outgrown when planted. This variety has been sold under the names of Souvenir d'Or and Mrs. F. Beu. The variety is an old favorite and has stood the test of many seasons of commercial cut-flower growing. Matures November 20.

**Ida.** By far the best true yellow of its date, blooming October 15. Fine producer per plant with good stems.



Single Chrysanthemums

**Dusky Maid.** Deep, rich, golden bronze having several rows of petals. Strong grower, maturing late; in fine shape to cut for Thanksgiving Day.

**Mrs. E. D. Godfrey.** A lovely shade of light pink; very strong-growing variety. Late blooming, coming for Thanksgiving Day.

### ANEMONE CHRYSANTHEMUMS

Rooted cuttings, 75 cts. per doz., \$4 per 100, \$35 per 1,000; from 2¼-inch pots, \$1 per doz., \$6 per 100, \$50 per 1,000

**Blanche.** The improved Garza. A very attractive flower and a good grower.

**Sunshine.** A bright golden yellow, late-flowering variety that has, for the past two seasons, been grown extensively. It is the finest of all the Anemone-flowered varieties with the average grower. It matures late, coming the last of November. Semi-dwarf, strong-stemmed, making a well-formed plant.

#### QUANTITY RATE ON CHRYSANTHEMUMS

Three of a variety at dozen rate; 25 of a variety at 100 rate; 250, when not over 5 varieties or less than 50 of a variety are ordered, at 1,000 rate.

Why not come to Cromwell and make your own selection of plants? If the trip is made by train, notify us by wire and we shall gladly meet you at Meriden or Hartford.

### POMPON CHRYSANTHEMUMS, continued

**Irene.** True Pompon type, maturing exceptionally early when planted under glass. A pure white which carries its flowers on an upright wiry stem. Irene has also proved to be an excellent variety when planted outdoors and one of the best hardy whites blooming before frost.

**Lorraine Meech.** Distinctly a novelty. Color a dull crimson with a golden bronze reverse. The petals curl just enough to show both colors which gives a very pleasing contrast. When fully open, a small yellow center shows, but this should, nevertheless, be classed as a Pompon. Growth is very good; foliage dark green right up to the bud. In bloom November 20 to 30.

**Rowenna.** (Smith.) A very fine late Pompon coming into bloom at Thanksgiving. In color a medium shade of bronze. Grows to a height of 3 feet.

**Unalga.** An intense yellow even brighter than Christmas Gold. Reaches a diameter of 3¼ inches when disbudded but may also be grown naturally to sprays to advantage, producing eight to ten flowers 2¼ inches in diameter. Matures November 25 and later. Upright growth with rigid stems, 2½ feet high.

### SINGLE CHRYSANTHEMUMS

Rooted cuttings, 75 cts. per doz., \$4 per 100, \$35 per 1,000; from 2¼-inch pots, \$1 per doz., \$6 per 100, \$50 per 1,000

**Elizabeth McDowell.** This orange-bronze single we believe to be the finest of all the single-flowered seedlings that we have raised. Not only is the color wonderfully fine in daylight, but the richness is greatly enhanced by artificial light. The plant is strong-growing and makes strong stems which carry the flowers well. These are well divided in the clusters. It packs nicely for a single and we class it as the equal of any single-flowered variety in commerce. It is good for exhibition to the high-class storeman and for the grower who retails.



Sunshine Chrysanthemums





House of Pandanus Veitchii

## FOLIAGE PLANTS

Foliage and Flowering Plants for the holidays, both Christmas and Easter, are a big item in our industry, and the plant trade is so intermingled with those plants known as "decorative" that it is impossible to class them other than as one department. The quantities which are annually grown are large, and truck delivery has made the handling of this class of plants much more satisfactory than in the days of all express service. Inside of truck delivery range we can provide quality in stock and excellent service.

### AGLAONEMA

**Cummutatum.** A fine decorative plant with thick, leathery foliage, oblong leaves marked with spots of pale green and white.

|                       | Each   | 100     |
|-----------------------|--------|---------|
| 3-inch pots . . . . . | \$0 50 | \$40 00 |
| 4-inch pots . . . . . | 75     |         |
| 5-inch pots . . . . . | 1 25   |         |



Dracena  
massangeana

### ASPIDISTRA

**Green Leaf.** We have a fine stock of this variety. The plants are clean, with plenty of new leaves.

|  | Each   |
|--|--------|
| 6-inch pots, 8 to 12 leaves . . . . .  | \$1 50 |
| 6-inch pots, 12 to 15 leaves . . . . . | 2 00   |

### CROTONS

Nothing can excel the beauty of coloring that is found in these plants. They are beautiful as pot-plants for the conservatory, for decorative and exhibition purposes, and are now used extensively as bedding plants, for which purpose they are exceptionally well adapted. Our stock includes the best varieties obtainable.

|   | Each   | Doz.   | 100     |
|---|--------|--------|---------|
| 3-inch pots . . . . .                     | \$0 50 | \$6 00 |         |
| 4-inch pots . . . . .                     | 1 00   | 10 00  | \$75 00 |
| 5-inch pots . . . . .                     | 1 50   |        |         |
| 10-inch tubs, made-up specimens . . . . . | 7 50   |        |         |

### DIEFFENBACHIA

**Baumannii.** Foliage dark green, profusely spotted with blotches of white.

|                       | Each   |
|-----------------------|--------|
| 4-inch pots . . . . . | \$1 00 |
| 5-inch pots . . . . . | 1 50   |
| 6-inch pots . . . . . | 2 00   |



House of Assorted Dracænas

## DRACÆNA

**Amabilis.** Foliage bright glossy green, marked pink and creamy white when in good color.

|                       |        |
|-----------------------|--------|
|                       | Each   |
| 5-inch pots . . . . . | \$2 00 |

**Kelleriana.** Different from all other Dracænas. Of free-branching habit, forming graceful specimens. Color dark green, spotted with creamy white.

|                       |        |         |
|-----------------------|--------|---------|
|                       | Doz.   | 100     |
| 3-inch pots . . . . . | \$4 50 | \$35 00 |
| 4-inch pots . . . . . | 6 00   | 50 00   |

**Massangeana.** The variety with the golden stripe down the center of the leaf. The best of all Dracænas for the house.

|                       |        |
|-----------------------|--------|
|                       | Each   |
| 5-inch pots . . . . . | \$1 00 |
| 6-inch pots . . . . . | 1 50   |
| 7-inch pots . . . . . | 2 50   |

**Mme. Eugene Andre.** One of the best varieties. Heavy bronzy foliage, turning to an intense brilliant rosy crimson.

|                       |        |
|-----------------------|--------|
|                       | Each   |
| 5-inch pots . . . . . | \$1 50 |
| 6-inch pots . . . . . | 2 00   |
| 7-inch pots . . . . . | 3 00   |

**Mme. Margaret Storey.** Dark green foliage; top leaves pink when in good color.

|                       |        |
|-----------------------|--------|
|                       | Each   |
| 5-inch pots . . . . . | \$1 50 |
| 6-inch pots . . . . . | 2 00   |

## FICUS

**Elastica (Rubber Plants).** Good clean leaves.

|                       |        |        |
|-----------------------|--------|--------|
|                       | Each   | Doz.   |
| 5-inch pots . . . . . | \$0 75 | \$7 50 |

**Pumila (repens).** A very useful trailing vine, good for hanging-baskets, etc. Small, dark green foliage.

|                       |         |
|-----------------------|---------|
|                       | 100     |
| 3-inch pots . . . . . | \$35 00 |
| 4-inch pots . . . . . | 50 00   |

## MARANTA

**Oppenheimiana tricolor.** A beautiful variety with green leaves having white and pink markings.

|                       |        |
|-----------------------|--------|
|                       | Each   |
| 3-inch pots . . . . . | \$0 75 |
| 4-inch pots . . . . . | 1 00   |

## PANDANUS

**Veitchi.** One of the choicest plants for the house. Broad green leaves beautifully striped with creamy white. We can supply them in good color. We have an entire house devoted to these, and the assortment of sizes is complete.

|                                |        |
|--------------------------------|--------|
|                                | Each   |
| 4-inch pots . . . . .          | \$0 75 |
| 5-inch pots . . . . .          | 1 25   |
| 6-inch pots . . . . .          | 1 75   |
| 7-inch pots . . . . .          | 2 50   |
| 8-inch tub specimens . . . . . | 5 00   |



Pandanus Veitchi



Just a corner of a house of Sansevierias, of which we have, this season, 25,000 plants, making possible the selection of the size and the quality you want



Sansevieria zeylanica laurenti

## PEPEROMIA

*Argyræa*. A pretty, dwarf, ornamental foliage plant, the thick leaves being bright green, veined silvery white. Exceedingly useful as a pot-plant for the window.

|                       | Each   |
|-----------------------|--------|
| 4-inch pots . . . . . | \$0 50 |
| 5-inch pots . . . . . | 75     |
| 6-inch pots . . . . . | 1 00   |

## SANSEVIERIA

*Zeylanica*. A fine variegated plant with thick, leathery leaves of upright growth.

|                                | Each   | 100     |
|--------------------------------|--------|---------|
| 2 1/2-inch pots . . . . .      |        | \$18 00 |
| 3-inch pots . . . . .          |        | 25 00   |
| 4-inch pots . . . . .          | \$0 50 |         |
| 5-inch pots . . . . .          | 1 00   |         |
| 6-inch pots . . . . .          | 2 00   |         |
| 8-inch tub specimens . . . . . | 5 00   |         |

*Zeylanica laurenti*. This variety, in addition to the variegation shown in the ordinary sort, has a band of yellow on each edge of the leaves, which adds greatly to its decorative effect.

|  | Each            |
|--|-----------------|
| 4-inch pots . . . . .                            | \$0 75          |
| 4-inch pots, bushy . . . . .                     | 1 00            |
| 5-inch pots . . . . .                            | 1 50            |
| 6-inch pots . . . . .                            | \$2.00 and 2 50 |
| 7-inch pots, made-up, well established . . . . . | \$3.00 and 3 50 |
| 8-inch tubs, made-up specimens . . . . .         | 5 00            |

## HARDY ENGLISH IVY • HEDERA

This well-known, popular evergreen vine is invaluable for covering walls, etc., and makes an excellent ground-cover in shady places where grass will not grow. Very desirable for cemetery work and for edgings of window-boxes. Nice bushy plants with long runners.

|                       | Each   | Doz.   | 100     |
|-----------------------|--------|--------|---------|
| 4-inch pots . . . . . | \$0 40 | \$4 50 | \$30 00 |





In the Adiantum family, nothing equaled *Gloriosa lemkesii* in the Farleyense type

## FERNS · ADIANTUM

**Cuneatum croweanum.** The hardiest of the Maidenhair Ferns, and very suitable for pot-culture or for growing in the bench for cut-fronds. Ready June 1

|                       | Each   | 100     |
|-----------------------|--------|---------|
| 3-inch pots . . . . . | \$0 25 | \$20 00 |
| 4-inch pots . . . . . | 50     | 50 00   |

**Gloriosa lemkesii.** An improved Farleyense Fern. A valuable sport of the Glory Fern, producing larger and heavier fronds, on tall wiry stems. In habit it is more robust and as easy to grow as *Gloriosa*. It does not require the heat so necessary to the Farleyense. The young fronds combine beautiful pink tints which shade to a luxurious green in the mature frond. Cut, they are very desirable for decorative purposes.

### Prices for *Gloriosa lemkesii*

|                                    | Each       | Doz.   | 100     |
|------------------------------------|------------|--------|---------|
| 3-inch pots, ready in August . . . |            | \$7 50 | \$50 00 |
| 4-inch pots, ready in August . . . | \$1 25     |        | 100 00  |
| 5-inch pots . . . . .              | \$1.50 and | 2 00   |         |
| 6-inch pots . . . . .              | 3 00       |        |         |

**Wrightii.** A strong-growing Maidenhair. Popular as a variety for cutting fronds. The production is equally good on plants grown from spores as on plants made from division. We can supply either. Produces large dark green fronds nearly 2 feet long.

|                       | Each   | 100     |
|-----------------------|--------|---------|
| 3-inch pots . . . . . | \$0 35 | \$25 00 |
| 4-inch pots . . . . . | 50     | 50 00   |



In the house in the south range, this wonderfully fine block of Bird's-Nest Ferns



This house of Cibotiums is always full of nice specimens, and the young stock is even now ready to take the place of those that go

## ASPLENIUM

**Nidus-avis** (Birds-Nest Fern). A useful Fern, having broad, heavy, serviceable fronds arranged in a whorl, giving it the name Birds-Nest Fern.

|                       | Each   | 100     |
|-----------------------|--------|---------|
| 3-inch pots . . . . . |        | \$35 00 |
| 4-inch pots . . . . . | \$1 00 | 75 00   |
| 5-inch pots . . . . . | 1 50   |         |

Shall also have a fine stock of 2 and 2¼-inch pots ready in September. Write us for prices.

Asplenium  
nidus-avis



## BOSTON and DWARF BOSTON FERNS

A fine stock of good bushy plants. The most popular house plant and very widely used for interior decoration and porch work in summer, as it does well in partial shade.

|                       | Each   | Doz.    | 100     |
|-----------------------|--------|---------|---------|
| 5-inch pots . . . . . | \$1 00 | \$10 00 | \$75 00 |
| 6-inch pots . . . . . | 1 25   |         |         |
| 7-inch pots . . . . . | 2 00   |         |         |
| 8-inch pots . . . . . | 3 00   |         |         |

## CIBOTIUM

**Schiedei.** A very desirable plant. Has long, graceful fronds of light green. One of the most attractive Ferns.

|                        | Each             |
|------------------------|------------------|
| 8-inch tubs . . . . .  | \$6 00           |
| 10-inch tubs . . . . . | \$7.50 and 10 00 |
| 12-inch tubs . . . . . | 12 50            |
| 14-inch tubs . . . . . | 15 00            |

## SELAGINELLA

|   |        |         |
|---|--------|---------|
| <b>Caulescens.</b> A good plant for baskets, etc. | Each   | 100     |
| 3-inch pots . . . . .                             | \$0 35 | \$35 00 |
| 4-inch pots . . . . .                             | 50     |         |
| <b>Denticulata (Lycopodium)</b>                   |        |         |
| 6-inch pans . . . . .                             | 50     |         |

## FLOWERING PLANTS FOR EASTER



Bermuda Easter Lilies

### EASTER LILIES

We grow our usual quantity of 40,000 Lilies in pots for Easter, and endeavor to force only the choicest variety so as to have them in the best of condition for Easter sales. Let us quote you on your requirements for next Easter, if you are within trucking distance from Cromwell.



Hydrangea

### BOUGAINVILLEA GLABRA SANDERIANA

This fine, free-flowering Easter plant has again regained its old popularity. We are growing a large quantity and can supply fine stock of this variety in bush form as well as standard shapes. Shall have good plants in 6, 7, and 8-inch pots. Our Easter Price-List will include these plants.

### GARDENIAS

Our stock of *Gardenia reitchei*, which is the best forcing variety, has been selected year after year with increased production and the health of the plant in view. Lovers of the Gardenia are everywhere, but success with the culture of the plant is a matter of training and experience. Clean, healthy stock for spring delivery. We do not grow Gardenias into finished pot-plants. This stock is for planting.

|                      | Doz.   | 100     | 1,000    |
|----------------------|--------|---------|----------|
| From 2 1/4-inch pots | \$2 00 | \$15 00 | \$125 00 |
| From 3-inch pots     | 3 00   | 25 00   |          |

Refer to Terms of Sale for packing charges

### GENISTA CANARIENSIS

A well-known plant grown for Easter and spring flowering. Has clear, bright yellow flowers. Usually grown as a finished plant into compact form.

### HYDRANGEAS

We have a splendid stock of the following varieties which we offer in bloom for Easter and Mother's Day.

Avalanche  
General deVibraye  
Helge  
Lancelot  
Mme. E. Chautard  
Trophee

### BABY RAMBLERS

For Easter and Mother's Day we shall have the following varieties in good strong plants, full of flowers, in 5 and 6-inch pots:

Ellen Poulsen. Rose-pink.  
Ideal. Deep velvety red.  
Miss Edith Cavell. Scarlet.  
Orleans. Bright pink.  
Rudolph Kluis. Large flowers of clear bright pink.  
Triomphe Orleanais. Bright cherry-red.

### RAMBLERS (CLIMBING ROSES)

Tied in globe and fan shapes. We shall have nice plants of Dorothy Perkins, Tausendschön, Excelsa, and Hiawatha—ranging in size from 6-inch pots to 10-inch tubs.



Baby Rambler Roses

Write for our Special Easter Price-List which will be ready about March 1





Two houses devoted to growing *Ardisia crenulata* give us 4,000 finished plants for Christmas yearly, probably the largest stock anywhere, and, we think, the best that can be grown

## CHRISTMAS PLANTS

### ARDISIA

**Crenulata.** One of the hardiest and best keeping plants we have to offer for Christmas. Clusters of bright red berries make this plant very popular for the holidays. We can offer well-berried plants for delivery after Sept. 1 in 5, 6, and 7-inch pots. Write us for prices.

### CYCLAMEN

When finished, they are one of our finest house plants and continue in flower for a long time. We have used the best seed obtainable, and our next spring's plants are coming nicely. We hope to be able to send out as fine Cyclamen as we have previously. For November and December delivery, we can furnish Cyclamen plants in bud and bloom at the following prices: \$1.50, \$2, and \$3 each; specimen plants up to \$7 each.



A house of well-finished Cyclamen



French Heather grown for Easter forcing

### ERICA (Heather) *Fall delivery*

**French Heather.** A good assortment of varieties such as King Edward VII, Felix Faure, and Helene. In bud and bloom for delivery during the winter months until Easter. 4-in. pots, 75 cts. each; 5-in. pots, \$1.25 each.

**Melanthera.** The well-known Christmas-flowering white Heather. The flowering branches are much used in fine floral sprays. Will be ready after November 1 in 5, 6, and 7-inch pots.

**Ovata.** This pink, early-flowering variety is very useful for making up in baskets and hampers.

### POINSETTIAS (Oak-leaf)

We shall grow for July, August, and September the usual quantity of Poinsettias. From 2½-in. pots, \$15 per 100, \$125 per 1,000.

For December delivery, we offer finished plants, in pans made-up with 3, 6, 10, and 12 flowers. These will be included in our Christmas Price-List.

### SOLANUM

Cleveland Cherry

We grow a quantity of this very popular Christmas plant each year. For a



Poinsettia



Erica (Heather)

good many years we have selected our own seed of this variety, saving only the healthiest and strongest plants for this purpose, and endeavoring by this method to produce the best possible plants for the holiday season.



Begonia Melior grown for Christmas sales



Baskets, lined artistically with assorted flowering, foliage, and berried plants. A good assortment of hampers and handle baskets used. Made to sell from \$3 to \$10 each.

## BEGONIA

**Melior.** In general character of flower, very similar to Glory of Cincinnati. It produces an abundance of flowers evenly distributed over the plant, which is compact in form. It is in this respect a decided improvement on Cincinnati. We shall grow our usual quantity of Melior and offer them in 5, 6, and 7-inch pots.

## OTAHEITE ORANGES

A popular Christmas plant with large fruits, well colored. Ready for delivery after October 15. Let us quote on your Christmas requirements.

## FANCY POTTERY

Beautiful combinations of assorted foliage and berried plants made up in fancy crockery. Different styles and shapes. Made up early and well established by Christmas. Price from \$2 to \$10 each.

## PANS, MADE-UP

A nice combination of colored plants used. These Pans are made up early and will be well established by Christmas. We shall have several sizes from a 6 to a 12-inch bulb-pan, ranging in price from \$1.25 to \$7.50 each.





## PALMS

### KENTIA FORSTERIANA

*Made-up plants*

We offer a very fine stock of specimen Kentias, well established in new tubs. The sizes we list are good value.

|  | Each   |
|--|--------|
| 5-inch pots, 20 to 22 inches high . . . . .  | \$1 50 |
| 6-inch pots, 24 to 26 inches high . . . . .  | 2 00   |
| 6-inch pots, 26 to 30 inches high . . . . .  | 2 50   |
| 7-inch tubs, 34 to 36 inches high . . . . .  | 6 00   |
| 7-inch tubs, 36 to 38 inches high . . . . .  | 7 50   |
| 8-inch tubs, 38 to 42 inches high . . . . .  | 8 00   |
| 8-inch tubs, 42 to 46 inches high . . . . .  | 10 00  |
| 9-inch tubs, 46 to 50 inches high . . . . .  | 12 50  |
| 9-inch tubs, 50 to 52 inches high . . . . .  | 15 00  |
| 10-inch tubs, 52 to 56 inches high . . . . . | 20 00  |
| 10-inch tubs, 58 to 62 inches high . . . . . | 25 00  |
| 10-inch tubs, 62 to 66 inches high . . . . . | 30 00  |
| 12-inch tubs, 66 to 72 inches high . . . . . | 35 00  |
| 12-inch tubs, 74 to 80 inches high . . . . . | 40 00  |
| 12-inch tubs, 84 to 90 inches high . . . . . | 50 00  |

### PHŒNIX RŒBELENII

*Perfect plants in fine condition*

|                                   | Each            |
|-----------------------------------|-----------------|
| 7-inch pots . . . . .             | \$2 00          |
| 9-inch tubs (specimens) . . . . . | \$4.00 and 5 00 |

### PHŒNIX CANARIENSIS

*A splendid lot of plants, established in new tubs*

|   | Each   |
|---|--------|
| 10-inch tubs, 3 to 3½ feet high . . . . . | \$7 50 |
| 12-inch tubs, 4 to 4½ feet high . . . . . | 12 50  |
| 12-inch tubs, 4½ to 5 feet high . . . . . | 15 00  |

OUR PALMS ARE GOOD, CLEAN STOCK



Phoenix Roëbelii



Acres and acres of thrifty young Evergreens, absolutely uniform in their high quality, and in varieties for all purposes

## *The Largest Evergreen Production in New England*

THE fame of our gigantic rose operations somewhat obscures general knowledge of the fact that our Evergreen plantings and output are also enormous, and second only to the roses in bulk and importance.

Visitors are constantly amazed to see the great quantity and variety of the stock in our nurseries. The uniform quality of the plants is so striking that one man is reported to have said that they all looked as if they had been cast from the same mold.

Skilfully propagated from selected trees in order that they may be true to type and uniform in quality, carefully cultivated when small, and trained to the proper shape by judicious shearing, the fields of Evergreens in the neighborhood of Cromwell truly make an impressive sight.

We have endeavored to grow only those types and varieties which are perfectly adapted to the climate and conditions of New England. This effort insures the continued growth and prosperity of our products after leaving our fields, either for immediate use or for growing on in the nurseries of our customers.

Intended for the wholesale trade only, we exert ourselves to produce vigorous stock of the right sizes, in quantities that mean something. Our plantings extend over 200 acres in the fertile Connecticut valley, undoubtedly affording the largest production of choice young Evergreens in New England.

Consequently, we can supply many varieties by the thousand and five thousand. Such sorts are marked with an asterisk (\*) in the list on the following pages:

*Our Fall Price-List of Nursery Stock will be ready September 1. Write us  
if you do not receive a copy*





*Juniperus communis hibernica* in the foreground and *J. chinensis pfitzeriana* back, a fine, uniform stand of first-class stock

|  |         |          |  |         |          |
|--|---------|----------|--|---------|----------|
| <b>ABIES balsamea. Balsam Fir.</b>                                 |         |          | <b><i>Juniperus chinensis albo-variegata. White-</i></b> |         |          |
| 1½ to 2 feet   | 10      | 100      | <i>tipped Chinese Juniper.</i>                           | 10      | 100      |
| 2 to 3 feet  | \$7 50  | \$60 00  | 15 to 18 inches  | \$15 00 | \$125 00 |
|  | 12 50   | 100 00   | <b>*<i>chinensis pfitzeriana. Pfitzer's Juniper.</i></b> |         |          |
| <b>concolor. White Fir; Colorado Silver Fir.</b>                   |         |          | One of the most important evergreens in                  |         |          |
| 15 to 18 inches  | 17 50   | 150 00   | cultivation. Greatly in demand for                       |         |          |
| 1½ to 2 feet   | 20 00   | 175 00   | landscape planting and for decorative                    |         |          |
| <b>homolepis (brachyphylla). Nikko Fir.</b>                        |         |          | effects generally, being so distinct in its              |         |          |
| 1½ to 2 feet   | 20 00   | 175 00   | habit that nothing can take its place.                   |         |          |
| <b>Veitchii. 2 feet</b>  | 20 00   |          | Our plants are exceptionally uniform in                  |         |          |
| <b>ARBORVITÆ. See Thuja. BIOTA. See Thuja. HEMLOCK. See Tsuga.</b> |         |          | size and are grown to perfection,                        |         |          |
| <b>JUNIPERUS chinensis. Chinese Juniper.</b>                       | 10      | 100      | 15 to 18 inches  | 15 00   | 125 00   |
| 2 to 3 feet  | \$15 00 | \$125 00 | 1½ to 2 feet   | 17 50   | 150 00   |
| 3 to 4 feet  | 17 50   | 150 00   |  |         |          |



This block of 5,000 salable *Juniperus sabina* will please the buyer who wants real value and perfect specimens



A nice block of *Juniperus Pfitzeriana*

|  |         |          |
|--|---------|----------|
| <b>Juniperus chinensis sargentii.</b> Green. | 10      | 100      |
| 12 to 15 inches . . . . .                    | \$17 50 | \$150 00 |

\***communis aurea.** *Common Golden Juniper.*

*Juniperus aurea*: Common Golden Juniper. This is a very reliable variety of the dwarf Juniper; it is especially valuable for its striking color effect and consequently in great demand. We have an unusually fine stock of it.

|                           |       |        |
|---------------------------|-------|--------|
| 15 to 18 inches . . . . . | 10 00 | 75 00  |
| 1½ to 2 feet . . . . .    | 12 50 | 100 00 |

communis cracovica. *Polish Juniper.*

|                         |       |        |
|-------------------------|-------|--------|
| 11½ to 2 feet . . . . . | 12 50 | 100 00 |
|-------------------------|-------|--------|

| <i>Juniperus communis depressa.</i> <i>Common Juniper.</i> | 10      | 100     |
|--|---------|---------|
| per. 15 to 18 inches . . . . .                             | \$10 00 | \$75 00 |
| 1½ to 2 feet . . . . .                                     | 12 50   | 100 00  |
| 2 to 2½ feet . . . . .                                     | 15 00   | 125 00  |

communis depressa plumosa.

|                                |       |        |
|--------------------------------|-------|--------|
| 15 to 18-inch spread . . . . . | 12 50 | 100 00 |
| 1½ to 2 feet . . . . .         | 15 00 | 125 00 |

communis hibernica. *Irish Juniper.*

|                        |       |        |
|------------------------|-------|--------|
| 1½ to 2 feet . . . . . | 10 00 | 75 00  |
| 2 to 2½ feet . . . . . | 12 50 | 100 00 |

communis suecica. *Swedish Juniper.*

|                        |       |        |
|------------------------|-------|--------|
| 1½ to 2 feet . . . . . | 12 50 | 100 00 |
| 2 to 3 feet . . . . .  | 15 00 | 125 00 |



Showing a field of *Pinus montana* mughus, all perfect specimens, to satisfy the most critical purchaser



A field of *Retinospora pisifera plumosa*, showing luxuriant growth

|  |  |  |         |         |  |  |  |          |        |
|--|--|--|---------|---------|--|--|--|----------|--------|
| * <i>Juniperus horizontalis</i> (prostrata). <i>Creeping Juniper</i> . One of the best types for mass planting on rough banks and in rockeries and other inhospitable places. A very useful type. 1½ to 2 feet . . . . . |  |  | 10      | 100     | * <i>Juniperus sabina</i> . <i>Savin Juniper</i> . A fine utility variety succeeding in almost all soils. Especially recommended for use in front of taller evergreens and for masses at the corners of steps and in odd nooks about the building. Very useful. 15 to 18 inches. 18 to 24 inches . . . . . |  |  | 10       | 100    |
| 2 to 2½ feet . . . . .   |  |  | \$10 00 | \$75 00 | 15 to 18 inches. \$12 50   |  |  | \$100 00 |        |
| horizontalis douglasii. <i>Waukegan Juniper</i> . 1½ to 2 feet . . . . .   |  |  | 12 50   | 100 00  | 18 to 24 inches . . . . .  |  |  | 13 50    | 125 00 |
| horizontalis, Bar Harbor Type. 1½ to 2 feet . . . . .  |  |  | 12 50   | 100 00  | sabina tamariscifolia. <i>Tamarix Savin</i> . 15 to 18 inches . . . . .  |  |  | 15 00    | 125 00 |
| 15 to 18 inches . . . . .  |  |  | 10 00   | 75 00   | sabina, Von Ehron. 1½ to 2 feet . . . . .  |  |  | 20 00    | 175 00 |
| 1½ to 2 feet . . . . .   |  |  | 12 50   | 100 00  | 2 to 2½ feet . . . . .   |  |  | 25 00    | 225 00 |
| japonica. <i>Japanese Juniper</i> . 1½ to 2 feet . . . . .   |  |  | 20 00   |         | squamata meyeri. 10 to 12 inches . . . . .   |  |  | 20 00    | 150 00 |



A fine block of 8,000 peppy, young Douglas Firs





*Thuja pyramidalis* as we grow them

|   | 10      | 100      |   | 10      | 100     |
|---|---------|----------|---|---------|---------|
| <i>Juniperus virginiana</i> . Red Cedar. 1½ to 2 feet . . . . .               | \$12 50 | \$100 00 | <i>PICEA canadensis</i> (alba). White Spruce. 1½ to 2 feet . . . . .      | \$ 7 50 | \$50 00 |
| 2 to 3 feet . . . . .   | 15 00   | 125 00   | 2 to 3 feet . . . . .   | 10 00   | 75 00   |
| 3 to 4 feet . . . . .   | 22 50   | 200 00   | <i>canadensis albertiana</i> . Black Hills Spruce. 1½ to 2 feet . . . . . | 10 00   | 75 00   |
| 4 to 5 feet . . . . .   | 30 00   | 250 00   | <i>excelsa</i> . Norway Spruce. 1½ to 2 feet . . . . .                    | 7 00    | 50 00   |
| <i>virginiana elegantissima</i> . Gold-tip Red Cedar. 1½ to 2 feet . . . . .  | 15 00   | 125 00   | 2 to 3 feet . . . . .   | 10 00   | 75 00   |
| <i>virginiana glauca</i> . Blue Virginia Cedar. 1½ to 2 feet . . . . .        | 17 50   | 150 00   | 3 to 4 feet . . . . .   | 12 50   | 100 00  |
| 2 to 3 feet . . . . .   | 22 50   | 200 00   | <i>excelsa aurea</i> . Golden Norway Spruce. 2 to 2½ feet . . . . .       | 22 50   |         |
| 3 to 4 feet . . . . .   | 27 50   | 250 00   | <i>excelsa inverta</i> . Weeping Spruce. 1½ to 2 feet . . . . .           | 22 50   |         |
| <i>virginiana kosteri</i> . Koster's Red Cedar. 2 to 2½-foot spread . . . . . | 20 00   | 175 00   | <i>excelsa pyramidalis</i> . 2 to 2½ feet . . . . .                       | 25 00   |         |
| <i>virginiana tripartita</i> . Fountain Red Cedar. 2 to 3 feet . . . . .      | 22 50   |          | <i>pungens</i> . Colorado Spruce. 15 to 18 inches . . . . .               | 10 00   | 75 00   |



*Thuja occidentalis hoveyi* and *T. occidentalis lutea* (George Peabody Arborvitæ), all as much alike as so many eggs.  
A grand supply of these favorite items



A field of *Juniperus virginiana glauca*

|   |         |          |    |     |
|---|---------|----------|----|-----|
| <i>Picea pungens glauca</i> . <i>Colorado Blue Spruce</i> .   | 10      | 100      |    |     |
| 15 to 18 inches . . . . .   | \$17 50 | \$150 00 |    |     |
| 1½ to 2 feet . . . . .  | 20 00   | 175 00   |    |     |
| 2 to 2½ feet . . . . .  | 22 50   | 200 00   |    |     |
| <i>pungens kosteri</i> . <i>Koster's Blue Spruce</i> .  |         |          |    |     |
| 1½ to 2 feet . . . . .  | 50 00   |          |    |     |
| 2 to 3 feet . . . . .   | 70 00   |          |    |     |
| <i>PINUS densiflora</i> . <i>Japanese Red Pine</i> .  |         |          |    |     |
| 2½ to 3 feet . . . . .  | 15 00   | 125 00   |    |     |
| <i>koraensis</i> . 3 to 4 feet . . . . .  | 25 00   |          |    |     |
| * <i>montana mughus</i> . <i>Mugho Pine</i> . One of the best of the Pine family for general landscape use, having a fine, compact, very dwarf habit which it retains indefinitely. Very useful for rough banks and rockeries and unusually ornamental. |         |          |    |     |
| 12 to 15-inch spread . . . . .  | 10 00   | 75 00    |    |     |
| 15 to 18-inch spread . . . . .  | 12 50   | 100 00   |    |     |
| 1½ to 2 feet . . . . .  | 15 00   | 125 00   |    |     |
| <i>nigra austriaca</i> . <i>Austrian Pine</i> .   |         |          |    |     |
| 2 to 3 feet . . . . .   | 17 50   | 150 00   |    |     |
| <i>parviflora</i> .   |         |          |    |     |
| 4 to 5 feet . . . . .   | 35 00   |          |    |     |
| <i>resinosa</i> . <i>Red Pine</i> .   |         |          |    |     |
| 1½ to 2 feet . . . . .  | 12 50   | 100 00   |    |     |
| 2 to 2½ feet . . . . .  | 15 00   | 125 00   |    |     |
| 3 to 3½ feet . . . . .  | 17 50   | 150 00   |    |     |
| <i>strobus</i> . <i>White Pine</i> . 3 to 4 feet . . . . .  | 12 50   | 100 00   |    |     |
| 4 to 5 feet . . . . .   | 17 50   | 150 00   |    |     |
| <i>sylvestris</i> . <i>Scotch Pine</i> . 2 to 2½ feet . . . . .   | 12 50   | 100 00   |    |     |
| 3 to 4 feet . . . . .   | 15 00   | 125 00   |    |     |
| 4 to 5 feet . . . . .   | 17 50   | 150 00   |    |     |
| <i>PSEUDOTSUGA douglasii</i> . <i>Douglas Spruce</i> .  |         |          |    |     |
| 1½ to 2 feet . . . . .  | 12 50   | 100 00   |    |     |
| 2 to 3 feet . . . . .   | 15 00   | 125 00   |    |     |
| 3 to 4 feet . . . . .   | 17 50   | 150 00   |    |     |
| <b>RETINOSPORA</b> ( <i>Chamaecyparis</i> ) <i>filifera</i> .   |         |          |    |     |
| <i>Thread-branched Cypress</i> . A very graceful medium-sized tree which is perfectly hardy in the most extreme exposures, either of heat or cold, and consequently one of the nurseryman's most useful items. *15 to 18 inches . . . . .               | 13 50   | 125 00   |    |     |
| 1½ to 2 feet . . . . .  | 16 00   | 150 00   |    |     |
| 2 to 3 feet . . . . .   | 22 50   | 200 00   |    |     |
| <i>Retinospora filifera aurea</i> . <i>Golden Thread-branched Cypress</i> . 12 to 15-inch spread . . . . .  | \$15 00 |          | 10 | 100 |
| <i>pisifera</i> . <i>Sawara Cypress</i> . 1½ to 2 feet . . . . .  | 12 50   | \$100 00 |    |     |
| 2 to 3 feet . . . . .   | 17 50   | 150 00   |    |     |
| 3 to 4 feet . . . . .   | 20 00   | 175 00   |    |     |
| 4 to 5 feet . . . . .   | 25 00   | 200 00   |    |     |
| <i>pisifera argentea (lutescens)</i> . <i>Dwarf Yellow Plume Cypress</i> . 12 to 15 inches . . . . .  | 12 50   | 100 00   |    |     |
| <i>pisifera aurea</i> . <i>Golden Sawara Cypress</i> .  |         |          |    |     |
| 1½ to 2 feet . . . . .  | 12 50   | 100 00   |    |     |
| 2 to 3 feet . . . . .   | 15 00   | 125 00   |    |     |
| 3 to 4 feet . . . . .   | 20 00   | 175 00   |    |     |
| 4 to 5 feet . . . . .   | 25 00   | 200 00   |    |     |
| <i>pisifera obtusa</i> . 1½ to 2 feet . . . . .   | 15 00   | 125 00   |    |     |
| 2 to 2½ feet . . . . .  | 17 50   | 150 00   |    |     |
| <i>pisifera obtusa gracilis</i> . 1 foot . . . . .  | 15 00   |          |    |     |
| * <i>pisifera plumosa</i> . <i>Plume Cypress</i> . One of the most beautiful of the commoner and most popular evergreens on account of its soft, plummy foliage and splendid habit.   |         |          |    |     |
| 15 to 18 inches . . . . .   | 10 00   | 75 00    |    |     |
| 1½ to 2 feet . . . . .  | 12 50   | 100 00   |    |     |
| 2 to 3 feet . . . . .   | 17 50   | 150 00   |    |     |
| 3 to 4 feet . . . . .   | 22 50   | 200 00   |    |     |
| * <i>pisifera plumosa aurea</i> . <i>Golden-Plume Cypress</i> . A golden-leaved type of the preceding and valuable for same reasons and especially so for its pleasing contrasting color. 15 to 18 inches . . . . .                                     | 10 00   | 75 00    |    |     |
| 1½ to 2 feet . . . . .  | 12 50   | 100 00   |    |     |
| 2 to 3 feet . . . . .   | 17 50   | 150 00   |    |     |
| 3 to 4 feet . . . . .   | 22 50   | 200 00   |    |     |
| <i>pisifera squarrosa sulphurea</i> . <i>Sulphur Plume Moss Cypress</i> . 15 to 18 inches . . . . .   | 7 50    |          |    |     |
| <i>pisifera squarrosa veitchii</i> . <i>Veitch Moss Cypress</i> . 12 to 15 inches . . . . .   | 7 50    | 60 00    |    |     |
| <b>TAXUS canadensis</b> . <i>Canada Yew</i> .   |         |          |    |     |
| 15 to 18 inches . . . . .   | 15 00   | 125 00   |    |     |
| <i>cuspidata</i> . ( <i>Spreading Form</i> ) <i>Japanese Yew</i> .  |         |          |    |     |
| 15 to 18 inches . . . . .   | 17 50   | 150 00   |    |     |
| 1½ to 2 feet . . . . .  | 22 50   | 200 00   |    |     |
| <i>cuspidata capitata</i> . 15 to 18 inches . . . . .   | 20 00   | 175 00   |    |     |
| 1½ to 2 feet . . . . .  | 22 50   | 200 00   |    |     |
| 2 to 2½ feet . . . . .  | 27 50   | 250 00   |    |     |
| <i>cuspidata nana</i> . <i>Dwarf Japanese Yew</i> .   |         |          |    |     |
| 12 to 15 inches . . . . .   | 22 50   | 200 00   |    |     |



A field of Canadian Hemlock ready for market. There are thousands more approaching this stage

|  | 10      | 100     |   | 10     | 100     |
|--|---------|---------|---|--------|---------|
| THUJA batemani. 1½ feet . . . . .                      | \$22 50 |         | Thuja occidentalis hoveyi. Hovey Arborvitæ.           |        |         |
| *occidentalis. American Arborvitæ. Widely              |         |         | Curious dwarf form with strangely folded              |        |         |
| planted and one of the indispensable                   |         |         | branches and strict pyramidal form.                   |        |         |
| evergreens. Much used for hedges,                      |         |         | Popular and very much in demand.                      |        |         |
| windbreaks and utility purposes gener-                 |         |         | 12 to 15 inches . . . . .                             | \$7 50 | \$50 00 |
| ally because of its ability to withstand               |         |         | 15 to 18 inches . . . . .                             | 10 00  | 75 00   |
| much abuse. It makes noble specimen                    |         |         | 1½ to 2 feet . . . . .                                | 12 50  | 100 00  |
| plants.  |         |         | occidentalis, Little Gem. 1 foot . . . . .            | 12 50  | 100 00  |
| 1½ to 2 feet . . . . .                                 | 8 50    | \$75 00 | occidentalis lutea. George Peabody Arborvitæ.         |        |         |
| 2 to 3 feet . . . . .                                  | 11 50   | 90 00   | 1½ to 2 feet . . . . .                                | 15 00  | 125 00  |
| 3 to 4 feet . . . . .                                  | 12 50   | 100 00  | 2 to 3 feet . . . . .                                 | 17 50  | 150 00  |
| occidentalis boothi. 15 to 18 inches . . . . .         | 10 00   | 75 00   | occidentalis pyramidalis. American Pyram-             |        |         |
| 1½ to 2 feet . . . . .                                 | 12 50   | 100 00  | idal Arborvitæ.                                       |        |         |
| occidentalis caucasica. 1½ to 2 feet . . . . .         | 12 50   | 100 00  | 2 to 3 feet . . . . .                                 | 12 50  | 100 00  |
| 2 to 2½ feet . . . . .                                 | 15 00   | 125 00  | 3 to 3½ feet . . . . .                                | 16 00  | 140 00  |
| occidentalis columbia. Columbia Arborvitæ.             |         |         | 3½ to 4 feet . . . . .                                | 20 00  | 175 00  |
| 1½ to 2 feet . . . . .                                 | 15 00   | 125 00  | *occidentalis reidi. Reid Arborvitæ. Another          |        |         |
| 2 to 2½ feet . . . . .                                 | 17 50   | 150 00  | useful variant making a graceful spread-              |        |         |
| occidentalis compacta. Parsons' Arborvitæ.             |         |         | ing bush valuable for pictorial effects.              |        |         |
| Very useful globe type for formal effects.             |         |         | 15 to 18 inches . . . . .                             | 8 50   | 75 00   |
| Slow-growing, permanent, and always                    |         |         | 1½ to 2 feet . . . . .                                | 12 50  | 100 00  |
| in heavy demand. Very fine plants.                     |         |         | occidentalis rosenthalii. Rosenthal Arborvitæ.        |        |         |
| 12 to 15 inches . . . . .                              | 7 50    | 50 00   | 1½ to 2 feet . . . . .                                | 13 50  | 125 00  |
| 15 to 18 inches . . . . .                              | 10 00   | 75 00   | 2 to 2½ feet . . . . .                                | 17 50  | 150 00  |
| 1½ to 2 feet . . . . .                                 | 12 50   | 100 00  | occidentalis umbraculifera. 12 to 15 inches . . . . . | 7 50   | 50 00   |
| occidentalis douglasi aurea. Douglas Golden            |         |         | 15 to 18 inches . . . . .                             | 10 00  | 75 00   |
| Arborvitæ. 1½ to 2 feet . . . . .                      | 10 00   | 75 00   | 1½ to 2 feet . . . . .                                | 12 50  | 100 00  |
| 2 to 3 feet . . . . .                                  | 12 50   | 100 00  | occidentalis vervæneana. Vervane Arbor-               |        |         |
| occidentalis douglasi spiralis. 1½ to 2 feet . . . . . | 12 50   | 100 00  | vitæ. 1½ to 2 feet . . . . .                          | 11 00  | 75 00   |
| 2 to 2½ feet . . . . .                                 | 15 00   | 125 00  | 2 to 2½ feet . . . . .                                | 12 50  | 100 00  |
| occidentalis elegantissima. 1½ to 2 feet . . . . .     | 10 00   | 75 00   | occidentalis wareana. Siberian Arborvitæ.             |        |         |
| 2 to 3 feet . . . . .                                  | 12 50   | 100 00  | 1½ to 2 feet . . . . .                                | 12 50  | 100 00  |
| *occidentalis ellwangeriana. Tom Thumb                 |         |         | 2 to 2½ feet . . . . .                                | 15 00  | 125 00  |
| Arborvitæ. Useful for its dwarf, slow                  |         |         | orientalis (Biota). Oriental Arborvitæ.               |        |         |
| growth retaining its proportions and                   |         |         | 1½ to 2 feet . . . . .                                | 7 50   | 50 00   |
| dimensions for a long time, making it                  |         |         | 2 to 3 feet . . . . .                                 | 10 00  | 75 00   |
| suitable for picture effects.                          |         |         | 3 to 4 feet . . . . .                                 | 12 50  | 100 00  |
| 15 to 18 inches . . . . .                              | 7 50    | 50 00   | standishi. 2 to 3 feet . . . . .                      | 17 50  | 150 00  |
| 1½ to 2 feet . . . . .                                 | 10 00   | 75 00   | TSUGA canadensis. Canada Hemlock.                     |        |         |
| 2 to 3 feet . . . . .                                  | 12 50   | 100 00  | 1½ to 2 feet . . . . .                                | 15 00  | 125 00  |
| occidentalis filiformis. 15 to 18 inches . . . . .     | 12 50   | 100 00  | 2 to 3 feet . . . . .                                 | 20 00  | 175 00  |
| occidentalis globosa. American Globe Ar-               |         |         | 3 to 4 feet . . . . .                                 | 35 00  | 300 00  |
| borvitæ. 12 to 15 inches . . . . .                     | 7 50    | 50 00   | caroliniana. Carolina Hemlock.                        |        |         |
| 15 to 18 inches . . . . .                              | 10 00   | 75 00   | 15 to 18 inches . . . . .                             | 12 50  | 100 00  |
| 1½ to 2 feet . . . . .                                 | 12 50   | 100 00  | 1½ to 2 feet . . . . .                                | 15 00  | 125 00  |



Rhododendron carolinianum

## EVERGREEN SHRUBS

|   | 10      | 100    |   | 10      | 100      |
|---|---------|--------|---|---------|----------|
| ANDROMEDA. See Leucothoe and Pieris.      |         |        | LEUCOTHOE catesbæi. Drooping Leucothoe. |         |          |
| AZALEA amœna. 10 to 12 inches . . . . .   | \$12 50 | 100 00 | 18 inches . . . . .                     | \$12 50 | \$100 00 |
| 15 to 18 inches . . . . .                 | 20 00   | 175 00 | PIERIS floribunda. Mountain Andromeda.  |         |          |
| hinodegiri. 15 to 18 inches . . . . .     | 20 00   | 175 00 | 12 to 15 inches . . . . .               | 15 00   | 125 00   |
| Azaleas, Deciduous. See Deciduous Shrubs. |         |        | 15 to 18 inches . . . . .               | 17 50   | 150 00   |
| DAPHNE cneorum. Rose Daphne.              |         |        | 11½ to 2 feet . . . . .                 | 20 00   | 175 00   |
| 6 to 8 inches . . . . .                   | 6 00    | 50 00  | RHODODENDRON carolinianum. Carolina     |         |          |
| KALMIA latifolia. Mountain Laurel.        |         |        | Rhododendron. 15 to 18 inches . . . . . | 20 00   | 175 00   |
| 1½ to 2 feet . . . . .                    | 12 50   | 100 00 | catawbiense. Catawba Rhododendron.      |         |          |
| 2 to 2½ feet . . . . .                    | 17 50   | 150 00 | 15 to 18 inches . . . . .               | 17 50   | 150 00   |
|   |         |        | 11½ to 2 feet . . . . .                 | 20 00   | 175 00   |
|   |         |        | maximum. Rosebay Rhododendron.          |         |          |
|   |         |        | 1½ to 2 feet . . . . .                  | 17 50   | 150 00   |

## DECIDUOUS ORNAMENTAL TREES

|   | 10      | 100      |   | 10      | 100      |
|---|---------|----------|---|---------|----------|
| ACER dasycarpum. Silver Maple.                    |         |          | Betula alba laciniata. Cutleaf Weeping Birch. |         |          |
| 10 to 12 feet . . . . .                           | \$17 50 | \$150 00 | 8 to 10 feet . . . . .                        | \$17 50 | \$150 00 |
| dasycarpum wieri laciniatum. Wier's Cut-          |         |          | 10 to 12 feet . . . . .                       | 25 00   | 200 00   |
| leaf Silver Maple. 10 to 12 feet . . . . .        | 17 50   | 150 00   | lutea. 6 to 8 feet . . . . .                  | 12 50   | 100 00   |
| negundo. 8 to 10 feet . . . . .                   | 15 00   | 125 00   | papyrifera. 6 to 8 feet . . . . .             | 10 00   |          |
| palmatum atropurpureum. Blood-leaf Japan-         |         |          | CATALPA bignonioides nana (bungei). Um-       |         |          |
| ese Maple. 15 to 18 inches . . . . .              | 20 00   | 175 00   | brella Catalpa. 5-foot stem . . . . .         | 9 00    | 75 00    |
| platanoides. Norway Maple. 8 to 10 feet . . . . . | 15 00   | 125 00   | CERASUS. See Prunus.                          |         |          |
| 10 to 12 feet . . . . .                           | 17 50   | 150 00   | CERCIS. See Shrubs.                           |         |          |
| platanoides Schwedleri. 8 to 10 feet . . . . .    | 20 00   | 175 00   | CRATÆGUS oxyacantha splendens. Paul's         |         |          |
| 10 to 12 feet . . . . .                           | 22 50   | 200 00   | Double Scarlet Thorn. 3 to 4 feet . . . . .   | 10 00   | 75 00    |
| saccharinum. Sugar Maple. 8 to 10 feet . . . . .  | 15 00   | 125 00   | CORNUS florida. White-flowering Dogwood.      |         |          |
| 10 to 12 feet . . . . .                           | 17 50   | 150 00   | 3 to 4 feet . . . . .                         | 7 50    | 50 00    |
| ARALIA spinosa. Devil's Walking-stick.            |         |          | 4 to 5 feet . . . . .                         | 10 00   | 75 00    |
| 6 to 8 feet . . . . .                             | 2 50    |          | 5 to 6 feet . . . . .                         | 12 50   | 100 00   |
| BETULA alba. European White Birch.                |         |          | 8 to 10 feet . . . . .                        | 20 00   | 175 00   |
| 8 to 10 feet . . . . .                            | 12 50   | 100 00   | 10 to 12 feet . . . . .                       | 27 50   | 250 00   |





Part of a block of 10,000 *Cornus florida*

|   |                         |         |
|---|-------------------------|---------|
| <i>Cornus florida</i> . Clumps, 2 to 4 stems.                               | 10                      | 100     |
| 8 to 10 feet . . . . .  | \$3.50 to \$5.00 each . |         |
| <i>COTONEASTER horizontalis</i> .   |                         |         |
| 3-inch pots . . . . .   | 40 cts. each .          |         |
| 6-inch pots . . . . .   | \$1.25 each .           |         |
| <i>FRAXINUS americana</i> . 6 to 8 feet . . . . .                           | \$10 00                 | \$75 00 |
| 8 to 10 feet . . . . .  | 12 50                   | 100 00  |
| <i>LARIX leptolepis</i> (kaempferi). 3 to 4 feet . . . . .                  | 10 00                   | 75 00   |
| 4 to 5 feet . . . . .   | 12 50                   | 100 00  |
| 5 to 6 feet . . . . .   | 15 00                   | 125 00  |
| <i>KOELREUTERIA paniculata</i> . Golden Rain Tree. 2 to 3 feet . . . . .    | 3 00                    |         |
| <i>MALUS atrosanguinea</i> . Carmine Crab. 4 to 5 feet . . . . .            | 5 00                    |         |
| <i>floribunda</i> . Japanese Flowering Crab. 3 to 4 feet . . . . .          | 5 00                    |         |
| 5 to 6 feet . . . . .   | 10 00                   |         |
| <i>floribunda purpurea</i> . Purple Crab. 3 to 4 feet . . . . .             | 5 00                    |         |
| 5 to 6 feet . . . . .   | 10 00                   |         |
| <i>halliana parkmani</i> . Parkman Crab. 2 to 3 feet . . . . .              | 5 00                    |         |
| <i>scheideckeri</i> . Scheidecker Crab. 4 to 5 feet . . . . .               | 7 50                    |         |
| <i>PLATANUS orientalis</i> European Plane Tree. 8 to 10 feet . . . . .      | 12 50                   | 100 00  |
| <i>POPULUS nigra italica</i> . Lombardy Poplar. 10 to 12 feet . . . . .     | 8 50                    |         |
| <i>PRUNUS cerasifera pissardi</i> . Purple-leaf Plum. 3 to 4 feet . . . . . | 3 50                    | 30 00   |

|  |         |         |
|--|---------|---------|
| <i>SALIX babylonica</i> . Babylon Weeping Willow. 8 to 10 feet . . . . . | 10      | 100     |
|  | \$12 50 |         |
| <i>SORBUS aucuparia</i> . European Mountain-Ash. 7 to 8 feet . . . . .   | 9 00    | \$75 00 |
| 8 to 10 feet . . . . .   | 12 50   | 100 00  |
| <i>TILIA vulgaris</i> (europaea). 8 to 10 feet . . . . .                 | 25 00   | 225 00  |
| <i>ULMUS americana</i> . American Elm. 10 to 12 feet . . . . .           | 30 00   |         |
| <i>Pumila</i> . Chinese Elm. 4 to 5 feet . . . . .                       | 12 50   | 100 00  |
| 6 to 8 feet . . . . .  | 17 50   | 150 00  |

### PRUNUS (Japanese Flowering Cherries)

|   |         |          |
|---|---------|----------|
| Novel, ornamental, flowering trees of great beauty and ease of culture. Splendid for massed display or individual specimen use. |         |          |
| <i>Kazan</i> (Sekizan). Red buds and large, dark rose-pink flowers. 5 to 6 feet . . . . .                                       | 10      | 100      |
|   | \$30 00 | \$250 00 |
| <i>Kofugen</i> . Crimson buds and rich rose-pink, double blooms. 5 to 6 feet . . . . .  | 30 00   | 250 00   |
| <i>Naden</i> . Bright pink buds and light rose-pink, double flowers. 5 to 6 feet . . . . .                                      | 30 00   | 250 00   |
| <i>Rosea</i> (Sieboldi). Pale pink, globular, drooping flowers. Very fine. 4 to 5 feet . . . . .                                | 30 00   |          |
| <i>Beni Higan</i> (subhirtella). Very early; covered with small, bright pink flowers. 5 to 6 feet . . . . .                     | 30 00   | 250 00   |
| <i>Weeping</i> (subhirtella pendula). Umbrella-like head and pendulous pink flowers. 5 to 6 feet, 2-yr. heads . . . . .         | 35 00   | 300 00   |
| <i>Yoshino</i> . Pure white, single flowers; very early. 5 to 6 feet . . . . .  | 30 00   | 250 00   |

## VINES AND CLIMBING PLANTS

|  |        |         |
|--|--------|---------|
| <i>AKEBIA quinata</i> . Five-leaved Akebia. 2-year . . . . .   | 10     | 100     |
|  | \$3 00 |         |
| <i>AMPELOPSIS quinquefolia</i> . 2-year, heavy veitchi (tricuspidata). Japanese Creeper. 2-year, heavy . . . . . | 2 00   | \$18 00 |
|  | 2 50   | 20 00   |
| <i>CELASTRUS orbiculatus</i> . 2 to 3 feet . . . . .   | 2 00   | 18 00   |
| <i>CLEMATIS henryi</i> . . . . .   | 5 00   |         |
| jackmani . . . . .   | 5 00   |         |
| Mme. Edouard Andre . . . . .   | 5 00   |         |
| paniculata. Sweet Autumn Clematis. 2-year . . . . .  | 2 50   | 20 00   |
| <i>HEDERA helix</i> . English Ivy. 4-inch pots . . . . .   | 3 75   | 35 00   |

|  |        |         |
|--|--------|---------|
| <i>EUONYMUS radicans</i> . Wintercreeper. 2-year . . . . .                                 | 10     | 100     |
|  | \$2 00 | \$18 00 |
| <i>radicans carrieri</i> . Glossy Winter-creeper. 3-year, heavy . . . . .                  | 2 00   | 18 00   |
| <i>radicans minimus</i> (kewensis). Baby Winter-creeper. Strong, 2-year . . . . .          | 3 00   | 25 00   |
| <i>radicans variegatus</i> . Variegated Leaf Winter-creeper. 3-year, extra-heavy . . . . . | 2 00   | 18 00   |
| <i>radicans vegetus</i> . 2-year, heavy clumps . . . . .                                   | 2 50   | 20 00   |
| <i>SCHIZOPHRAGMA hydrangeoides</i> . Japanese Hydrangea Vine. 3-year . . . . .             | 10 00  | 80 00   |
| 3-inch pots . . . . .  |        | 30 00   |





Azaleas, especially the native varieties, are among the finest of our ornamental shrubs

## DECIDUOUS SHRUBBERY

|   |        |         |  |  |  |
|---|--------|---------|--|--|--|
| ACANTHOPANAX (Aralia) pentaphyllum. Five-leaf Aralia. 1½ to 2 feet . . . . .      | 10     | 100     |  |  |  |
| 2 to 3 feet . . . . .   | \$1 80 | \$15 00 |  |  |  |
| 3 to 4 feet . . . . .   | 2 25   | 20 00   |  |  |  |
| ALTHEA, Pink, Purple, Red, and White. 3 to 4 feet . . . . .                       | 2 50   | 22 00   |  |  |  |
| AMYGDALUS (Prunus) persica. Double White-flowering Almond. 2 to 3 feet . . . . .  | 4 00   | 35 00   |  |  |  |
| Double Pink-flowering Almond. 2 to 3 feet . . . . .                               | 4 00   | 35 00   |  |  |  |
| AZALEA calendulacea (lutea). Flame Azalea. 15 to 18 inches . . . . .              | 12 50  | 100 00  |  |  |  |
| 1½ to 2 feet . . . . .  | 15 00  | 125 00  |  |  |  |
| nudiflora. Pinxter Bloom. 15 to 18 inches . . . . .                               | 10 00  |         |  |  |  |
| 1½ to 2 feet . . . . .  | 15 00  | 125 00  |  |  |  |
| poukhanensis. 12 to 15 inches . . . . .   | 17 50  | 150 00  |  |  |  |
| rosea. 1½ to 2 feet . . . . .   | 15 00  | 125 00  |  |  |  |
| viscosa. Swamp Azalea. 1½ to 2 feet . . . . .                                     | 12 50  | 100 00  |  |  |  |
| 2 to 2½ feet . . . . .  | 17 50  | 150 00  |  |  |  |
| yodogawa. Yodogawa Azalea. 15 to 18 inches . . . . .                              | 17 50  | 150 00  |  |  |  |
| BERBERIS thunbergi. Japanese Barberry. 1 to 1½ feet . . . . .                     | 1 50   | 10 00   |  |  |  |
| 1½ to 2 feet . . . . .  | 1 75   | 12 00   |  |  |  |
| BUDDLEIA alternifolia. 1½ to 2 feet . . . . .                                     | 10 00  |         |  |  |  |
| davidi veitchiana. Veitch Butterfly Bush. 3 to 4 feet . . . . .                   | 2 25   | 20 00   |  |  |  |
| magnifica. 2 to 3 feet . . . . .  | 2 00   | 18 00   |  |  |  |
| CALYCANTHUS floridus. 2 to 3 feet . . . . .                                       | 3 00   | 25 00   |  |  |  |
| CERCIS canadensis. American Redbud. 3 to 4 feet . . . . .                         | 3 50   | 25 00   |  |  |  |
| CORNUS alba sibirica. Coral Dogwood. 2 to 3 feet . . . . .                        | \$1 75 | \$15 00 |  |  |  |
| 3 to 4 feet . . . . .   | 2 25   | 20 00   |  |  |  |
| alba spaethi. Spaethi Dogwood. 1½ to 2 feet . . . . .                             | 2 50   |         |  |  |  |
| alba elegantissima. Variegated. 1½ to 2 feet . . . . .                            | 2 50   |         |  |  |  |
| paniculata. Gray Dogwood. 2 to 3 feet . . . . .                                   | 1 75   | 15 00   |  |  |  |
| stolonifera flaviramea. Golden-twiggged Dogwood. 2 to 3 feet . . . . .            | 2 50   | 20 00   |  |  |  |
| CYDONIA japonica. 2 to 3 feet . . . . .   | 2 50   | 22 00   |  |  |  |
| DEUTZIA gracilis. Slender Deutzia. 12 to 15 inches . . . . .                      | 2 00   | 18 00   |  |  |  |
| lemoinei. Lemoine Deutzia. 1½ to 2 feet . . . . .                                 | 3 00   | 20 00   |  |  |  |
| scabra crenata fl.-pl. Double-flowering Deutzia. 3 to 4 feet . . . . .            | 2 50   | 20 00   |  |  |  |
| scabra crenata magnifica. 2 to 3 feet . . . . .                                   | 2 25   | 20 00   |  |  |  |
| scabra crenata. Pride of Rochester. Large-flowered Deutzia. 3 to 4 feet . . . . . | 2 50   | 22 00   |  |  |  |
| scabra crenata rosea fl.-pl. Double Pink-flowering Deutzia. 2 to 3 feet . . . . . | 2 50   | 20 00   |  |  |  |
| EUONYMUS alatus. Winged Euonymus. 2 to 3 feet . . . . .                           | 5 00   | 40 00   |  |  |  |
| FORSYTHIA intermedia. Border Golden Bell. 2 to 3 feet . . . . .                   | 2 50   | 20 00   |  |  |  |
| intermedia spectabilis. Showy Border Golden Bell. 3 to 4 feet . . . . .           | 3 00   | 25 00   |  |  |  |
| suspensa. Weeping Golden Bell. 2 to 3 feet . . . . .                              | 3 00   |         |  |  |  |
| HALESIA tetraptera. Great Silver Bell. 2 to 3 feet . . . . .                      | 4 00   | 35 00   |  |  |  |
| 3 to 4 feet . . . . .   | 5 00   | 40 00   |  |  |  |



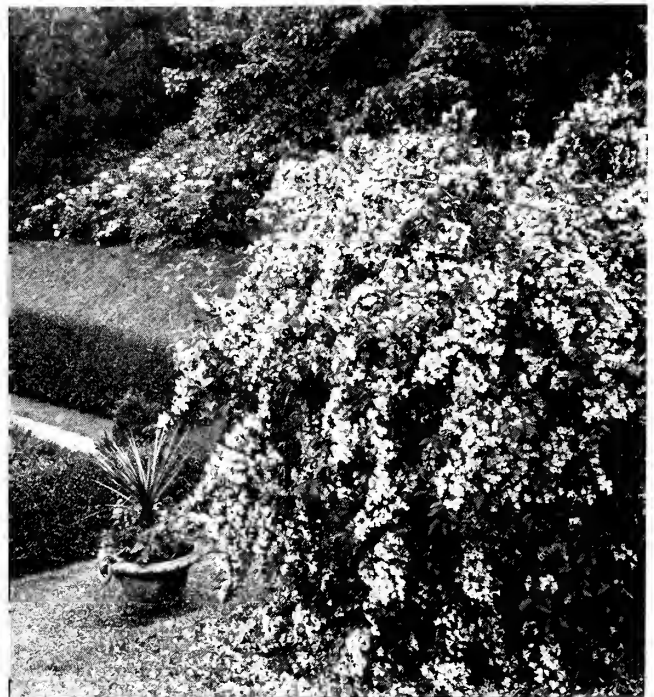
Hydrangea, Hills of Snow



Philadelphus Virginal

|   |                        |            |
|---|------------------------|------------|
| HAMAMELIS virginiana. Witch Hazel.                | 10                     | 100        |
| 2 to 3 feet . . . . .                             | \$2 50                 |            |
| HYDRANGEA arborescens grandiflora. Hills of Snow. | 2 50                   | \$20 00    |
| paniculata grandiflora. Peegee Hydrangea.         |                        |            |
| 2 to 3 feet . . . . .                             | 2 00                   | 15 00      |
| 3 to 4 feet . . . . .                             | 2 50                   | 20 00      |
| paniculata grandiflora. Tree-form.                | 3 to 4 feet.           | 4 00 30 00 |
| ILEX verticillata. Common Winterberry.            | 1½ feet                | 3 00       |
| LIGUSTRUM amurense. Amur Privet.                  |                        |            |
| 2 to 3 feet . . . . .                             | 1 20                   | 8 00       |
| ibolium. Ibolium Privet.                          | 2 to 3 feet . . . . .  | 1 20 8 00  |
| ovalifolium. 2 to 3 feet . . . . .                | 7 00                   | 60 00      |
| LONICERA tatarica. Pink.                          | 2 to 3 feet . . . . .  | 2 50 20 00 |
| PHILADELPHUS, Avalanche.                          | 2 to 3 feet . . . . .  | 2 50 20 00 |
| coronarius. 3 to 4 feet . . . . .                 | 2 50                   | 20 00      |
| grandiflorus. Big Scentless Mock Orange.          |                        |            |
| 2 to 3 feet . . . . .                             | 1 80                   | 15 00      |
| 3 to 4 feet . . . . .                             | 2 25                   | 20 00      |
| lemoinei. Lemoine Mock Orange.                    | 2 to 3 feet . . . . .  | 2 50 20 00 |
| Virginal. 2 to 2½ feet . . . . .                  | 4 50                   | 40 00      |
| PRUNUS triloba. Flowering Plum.                   | 3 to 4 feet . . . . .  | 5 00 45 00 |
| RHODORA canadensis. Rhodora.                      |                        |            |
| 12 to 15 inches . . . . .                         | 10 00                  |            |
| RHUS canadensis. 2 to 3 feet . . . . .            | 5 00                   | 40 00      |
| 3 to 4 feet . . . . .                             | 5 50                   | 45 00      |
| SPIRÆA arguta. Garland Spirea.                    | 2 to 3 feet . . . . .  | 2 50 20 00 |
| billiardi. Billiard Spirea.                       | 3 to 4 feet . . . . .  | 2 25 20 00 |
| bumalda. Anthony Waterer.                         | 2 to 2½ feet . . . . . | 3 50 30 00 |
| japonica alba. 1½ to 2 feet . . . . .             | 2 50                   | 20 00      |
| prunifolia. 2 to 3 feet . . . . .                 | 2 50                   | 20 00      |
| reevesiana. 2 to 3 feet . . . . .                 | 2 50                   | 20 00      |
| thunbergi. Thunberg Spirea.                       | 2 to 3 feet . . . . .  | 2 50 20 00 |
| vanhouttei. Van Houtte Spirea.                    | 3 to 4 feet . . . . .  | 2 50 20 00 |
| STEPHANANDRA flexuosa. 2 to 3 feet . . . . .      | 3 50                   | 30 00      |
| SYMPHORICARPOS racemosus. Common                  |                        |            |
| Snowberry. 2 to 3 feet . . . . .                  | 2 00                   | 18 00      |
| vulgaris. Coral Berry. 2 to 3 feet . . . . .      | 2 00                   | 18 00      |
| SYRINGA chinensis (rothomagensis). 3 to 4 feet.   | 3 50                   | 30 00      |
| persica. 3 to 4 feet . . . . .                    | 3 50                   | 30 00      |
| villosa. Late Lilac. 3 to 4 feet . . . . .        | 3 50                   | 30 00      |
| vulgaris. Common Lilac. 2 to 3 feet . . . . .     | 2 25                   | 20 00      |
| vulgaris alba. 2 to 3 feet . . . . .              | 4 00                   | 35 00      |
| VIBURNUM carlesi. 15 to 18 inches . . . . .       | 10 00                  | 75 00      |
| cassinoides. Witbe-rod. 2 to 3 feet . . . . .     | 3 50                   | 25 00      |

|                                       |                       |                |
|---------------------------------------|-----------------------|----------------|
| Viburnum dentatum. Arrow-wood.        | 2 to 3 feet . . . . . | \$3 00 \$25 00 |
| opulus. 2 to 3 feet . . . . .         | 3 00                  | 25 00          |
| opulus nanum. Dwarf Cranberry Bush.   |                       |                |
| 8 to 10 inches . . . . .              | 2 50                  | 22 00          |
| opulus sterile. 2 to 3 feet . . . . . | 2 50                  | 22 00          |
| tomentosum. 2 to 3 feet . . . . .     | 3 50                  | 30 00          |
| WEIGELA amabilis. Rose Weigela.       | 2 to 3 feet . . . . . | 2 50 20 00     |
| candida. 2 to 3 feet . . . . .        | 3 00                  | 25 00          |
| Eva Rathke. Red-flowering Weigela.    |                       |                |
| 2 to 3 feet . . . . .                 | 3 00                  | 25 00          |
| rosea. Pink Weigela.                  | 2 to 3 feet . . . . . | 2 50 20 00     |
| Variegated. 2 to 3 feet . . . . .     | 3 00                  | 25 00          |



Weigela rosea



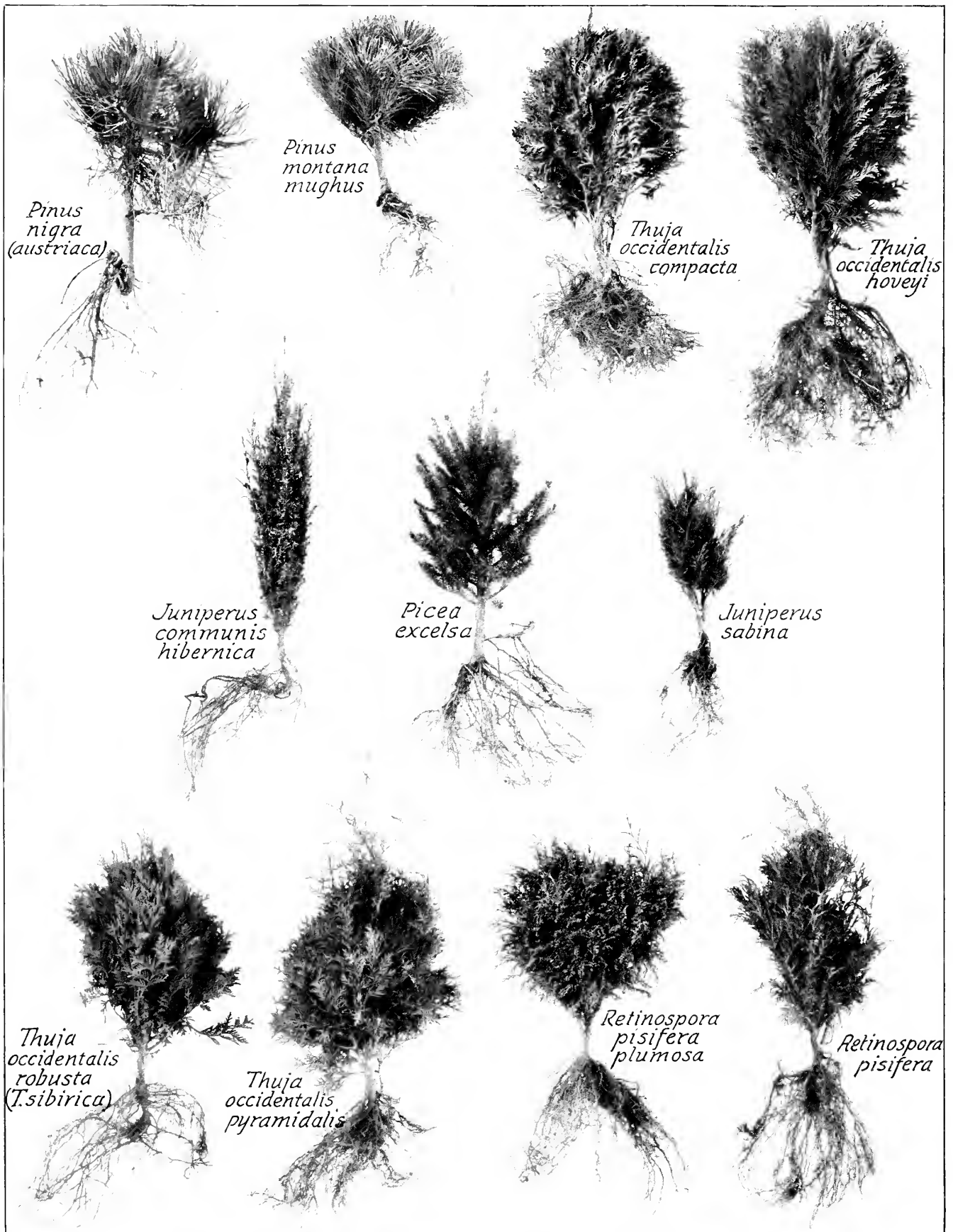
Showing a field of *Juniperus sabina*, lining-out stock

## LET US TRANSPLANT THEM FIRST

If we were to use a slogan for the Lining-out Department of our nursery, it would be this, because we have a principle that must be maintained in the nursery as elsewhere. We want to give you your money's worth and a real article. Let us stand the first transplant losses—they are always the greatest. We give you real planting stock when we sell these sizes. Maybe they will cost more, but they will be worth more and worth what we ask for them. We can produce more than we can plant and will expect to have this lining-out stock to offer yearly. The accompanying seven photographs show what we grow and how we grow it. Let us sell you real transplanted evergreens to plant in your nursery.



Young Douglas Fir by the thousands ready to grow into dollars in your nursery



Evergreens as we grow them. With roots like these they can't go wrong. Note also the compact, vigorous tops





*Juniperus communis hibernica*, an evergreen of distinction and value in any nursery

## Pierson's "Ideal" Lining-Out Stock

|  | No. of times transplanted | 100     | 1,000    |
|--|---------------------------|---------|----------|
| ABIES arizonica. 8 to 10 inches                |                           | \$50 00 | \$400 00 |
| balsamea. 6 to 10 inches                       | XX                        | 20 00   | 150 00   |
| concolor. 6 to 10 inches                       | XX                        | 30 00   | 250 00   |
| firma. 6 to 8 inches                           |                           | 25 00   | 200 00   |
| fraseri. 8 to 10 inches                        | XX                        | 20 00   | 150 00   |
| homolepis (brachyphylla). 8 to 10 inches       | X                         | 20 00   | 150 00   |
| Veitchi. 6 to 10 inches                        | XX                        | 25 00   | 200 00   |
| JUNIPERUS chinensis. 10 to 12 inches           | XX                        | 20 00   | 150 00   |
| 12 to 18 inches                                |                           | 25 00   | 200 00   |
| communis aurea. 8 to 10 inches                 | XX                        | 22 00   | 180 00   |
| communis depressa plumosa. 10 to 12 inches     | XX                        | 25 00   | 200 00   |
| communis suecica. 10 to 12 inches              | XX                        | 22 00   | 180 00   |
| 15 to 18 inches                                |                           | 25 00   | 220 00   |
| communis cracovica. 10 to 12 inches            |                           | 22 00   | 200 00   |
| communis hibernica. 10 to 12 inches            |                           | 18 00   | 150 00   |
| horizontalis. 10 to 12 inches                  | XX                        | 20 00   | 180 00   |
| horizontalis, Bar Harbor Type. 10 to 12 inches |                           | 20 00   | 180 00   |
| sabina. 10 to 12 inches                        | XX                        | 25 00   | 200 00   |
| stricta. 6 to 8 inches                         | X                         | 22 00   | 200 00   |



*Juniperus chinensis*



*Juniperus communis depressa plumosa*

|                                    |                           | No. of times transplanted | 100     | 1,000    |
|------------------------------------|---------------------------|---------------------------|---------|----------|
| PICEA excelsa.                     | 10 to 12 inches . . . . . | XX . . . . .              | \$12 00 | \$100 00 |
|                                    | 12 to 15 inches . . . . . | XXX . . . . .             | 20 00   | 180 00   |
| glauca (canadensis).               | 10 to 12 inches . . . . . | XX . . . . .              | 20 00   | 150 00   |
| polita.                            | 8 to 10 inches . . . . .  | XX . . . . .              | 40 00   | 350 00   |
| pungens. Colorado Spruce.          | 8 to 10 inches . . . . .  | XX . . . . .              | 20 00   | 180 00   |
| PINUS densiflora.                  | 18 to 24 inches . . . . . | XX . . . . .              | 18 00   | 150 00   |
| edulis.                            | 6 to 8 inches . . . . .   | XX . . . . .              | 20 00   | 180 00   |
| montana mughus.                    | 8 to 10 inches . . . . .  | XX . . . . .              | 20 00   | 150 00   |
|                                    | 10 to 12 inches . . . . . | XX . . . . .              | 25 00   | 200 00   |
| nigra austriaca.                   | 10 to 12 inches . . . . . | XX . . . . .              | 18 00   | 150 00   |
|                                    | 12 to 15 inches . . . . . | XX . . . . .              | 25 00   | 200 00   |
| ponderosa.                         | 10 to 12 inches . . . . . | XX . . . . .              | 20 00   | 150 00   |
| strobilus.                         | 8 to 12 inches . . . . .  | XX . . . . .              | 20 00   | 150 00   |
| sylvestris.                        | 6 to 8 inches . . . . .   | X . . . . .               | 8 00    | 60 00    |
| RETINOSPORA (Chamæcyparis) obtusa. | 10 to 12 inches . . . . . | XX . . . . .              | 20 00   | 180 00   |
| pisifera.                          | 10 to 12 inches . . . . . | XX . . . . .              | 25 00   | 200 00   |
| pisifera aurea.                    | 12 to 15 inches . . . . . | XX . . . . .              | 22 00   | 200 00   |
| plumosa.                           | 12 to 15 inches . . . . . | XX . . . . .              | 22 00   | 200 00   |
| plumosa aurea.                     | 12 to 15 inches . . . . . | XX . . . . .              | 22 00   | 200 00   |



The always popular *Pinus montana mughus* in great abundance



*Taxus cuspidata*

|   | No. of times transplanted | 100     | 1,000    |
|---|---------------------------|---------|----------|
| <b>PSEUDOTSUGA douglasii.</b> 8 to 10 inches . . . . .            | X                         | \$12 00 | \$100 00 |
| 12 to 15 inches . . . . .   | XX                        | 20 00   | 180 00   |
| <b>TAXUS cuspidata.</b> Spreading type.                           |                           |         |          |
| 6 to 10 inches . . . . .  | X                         | 20 00   | 175 00   |
| 8 to 12 inches . . . . .  | XX                        | 25 00   | 200 00   |
| <b>cuspidata.</b> Upright type.                                   |                           |         |          |
| 6 to 8 inches . . . . .   | X                         | 12 50   | 100 00   |
| 8 to 10 inches . . . . .  | XX                        | 20 00   | 175 00   |
| 10 to 12 inches . . . . .   | XX                        | 25 00   | 200 00   |
| <b>TSUGA canadensis.</b> 8 to 10 inches . . . . .                 | XX                        | 22 00   | 180 00   |
| 12 to 15 inches . . . . .   |                           | 30 00   | 250 00   |
| <b>caroliniana.</b> 6 to 8 inches . . . . .                       |                           | 15 00   | 120 00   |
| 10 to 12 inches . . . . .   | XXX                       | 20 00   | 180 00   |
| <b>THUYA occidentalis.</b> 8 to 12 inches . . . . .               | XX                        | 15 00   | 120 00   |
| <b>occidentalis boothii.</b> 8 to 10 inches . . . . .             | XX                        | 25 00   | 220 00   |
| <b>occidentalis caucasica.</b> 10 to 12 inches . . . . .          | XX                        | 25 00   | 200 00   |
| <b>occidentalis compacta.</b> 8 to 10 inches . . . . .            | XX                        | 18 00   | 150 00   |
| 10 to 12 inches . . . . .   | XX                        | 20 00   | 180 00   |
| <b>occidentalis douglasii aurea.</b> 6 to 8 inches . . . . .      | XX                        | 20 00   | 180 00   |
| <b>occidentalis douglasii spiralis.</b> 10 to 12 inches . . . . . | XX                        | 25 00   | 200 00   |
| <b>occidentalis ellwangeriana.</b> 8 to 10 inches . . . . .       | XX                        | 20 00   | 150 00   |
| <b>occidentalis globosa.</b> 8 to 10 inches . . . . .             | XX                        | 22 00   | 180 00   |
| 10 to 12 inches . . . . .   | XXX                       | 25 00   | 200 00   |
| <b>occidentalis hoveyi.</b> 8 to 10 inches . . . . .              | XX                        | 20 00   | 150 00   |
| 10 to 12 inches . . . . .   | XXX                       | 22 00   | 180 00   |
| <b>occidentalis pyramidalis.</b> 10 to 12 inches . . . . .        | XX                        | 18 00   | 150 00   |
| 12 to 15 inches . . . . .   | XX                        | 20 00   | 180 00   |
| <b>occidentalis reidi.</b> 8 to 10 inches . . . . .               | XX                        | 18 00   | 150 00   |
| 10 to 12 inches . . . . .   | XX                        | 20 00   | 180 00   |
| <b>occidentalis rosenthalii.</b> 8 to 10 inches . . . . .         | XX                        | 25 00   | 200 00   |
| <b>occidentalis umbraculifera.</b> 8 to 10 inches . . . . .       | XX                        | 18 00   | 150 00   |
| 10 to 12 inches . . . . .   | XX                        | 20 00   | 180 00   |
| <b>occidentalis vervæneana.</b> 8 to 10 inches . . . . .          | XX                        | 18 00   | 150 00   |
| 10 to 12 inches . . . . .   | XX                        | 20 00   | 180 00   |
| <b>occidentalis wareana (sibirica).</b> 8 to 10 inches . . . . .  | XX                        | 18 00   | 150 00   |
| 10 to 12 inches . . . . .   | XX                        | 20 00   | 180 00   |



# TERMS OF SALE

THIS LIST CANCELS ALL PREVIOUS QUOTATIONS

*This is a Wholesale Catalogue and we do not solicit orders at these prices from parties not in the trade*

**Printed Stationery.** Use printed stationery to protect yourself from being confused with retail buyers, or state clearly why you should be entitled to buy at wholesale prices.

**Terms.** Cash, unless special arrangements are made for credit. Bills for plants are payable 30 days from date of shipment where credit has been allowed. If unpaid, interest will be charged at  $\frac{1}{2}$  per cent per month.

**Parcel Post Shipments.** We ship rooted cuttings by parcel post on orders calling for small quantities, until May 1, after which date we use slatted crates which are necessary in order to prevent heating and loss in transit. These must be shipped by express.

**Cash Discounts.** We do not allow cash discounts, but on prepaid orders we do not charge for packing, the cash discount formerly allowed being approximately the amount added to charge orders for packing.

**Non-Warranty.** We endeavor to keep varieties true to name, but do not guarantee this, nor do we in any way guarantee the success of the grower purchasing the stock offered in this Catalogue. In the event of stock not being true to name, our liability is limited to the invoice value at time of shipment.

## PARCEL POST CHARGES

On all charge orders, the actual parcel post cost will be added to the invoice. Paid orders will be shipped by express unless the remittance includes postage at the following estimated rates:

Rooted Cuttings, east of the Mississippi River: 100 or less, 10 cents; for each additional 100, 5 cents. West of Mississippi River: 100 or less, 20 cents; for each additional 100, 10 cents.

All plants from pots in any quantity will be shipped by express. If desired by parcel post, we can remove the soil and pack lightly. This we advise in the case of small lots of new Chrysanthemums, especially where the customer wishes larger and better than rooted cuttings and wants to keep the expense down to the minimum. We do not guarantee safe delivery of anything. If you wish your parcel post shipment insured, we will insure it at your expense at the following rates, which must be included in your remittance:

|                         |        |                          |        |
|-------------------------|--------|--------------------------|--------|
| Value up to \$5.00..... | \$0 05 | Value up to \$50.00..... | \$0 10 |
| Value up to 25.00.....  | 08     | Value up to 100.00.....  | 25     |

PLUS REGULAR POSTAGE

We deliver to a common carrier in good condition. We do not guarantee safe arrival; your claim for damage is against the carrier.

## PACKING CHARGES

A charge for packing is made on all plants or cuttings shipped by express or parcel post. We do not charge for either boxes or packing on orders which are prepaid in full.

Rooted Cuttings: 300 or less, 30 cts.; over 300, 5 cts. per 100 additional.

Plants from  $2\frac{1}{4}$ -inch pots: Minimum charge up to 100 plants, 50 cts.; over 100, 40 cts. per 100.

Plants from 3-inch pots: Minimum charge, 50 cts.; 50 or more plants, \$1 per 100.

Plants from 4-inch pots: Minimum charge, 50 cts.; 50 or more plants, \$1.50 per 100.

## FOR GRAFTED ROSES

Plants from  $2\frac{1}{4}$ -inch pots: Minimum charge, 50 cts.; in quantity, \$1 per 100.

Plants from 3 and 4-inch pots: Minimum charge, 50 cts.; 50 or more plants, \$1.50 per 100.



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**A. N. PIERSON, Inc.**

*Florists and Nurserymen*

**CROMWELL, CONN.**

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